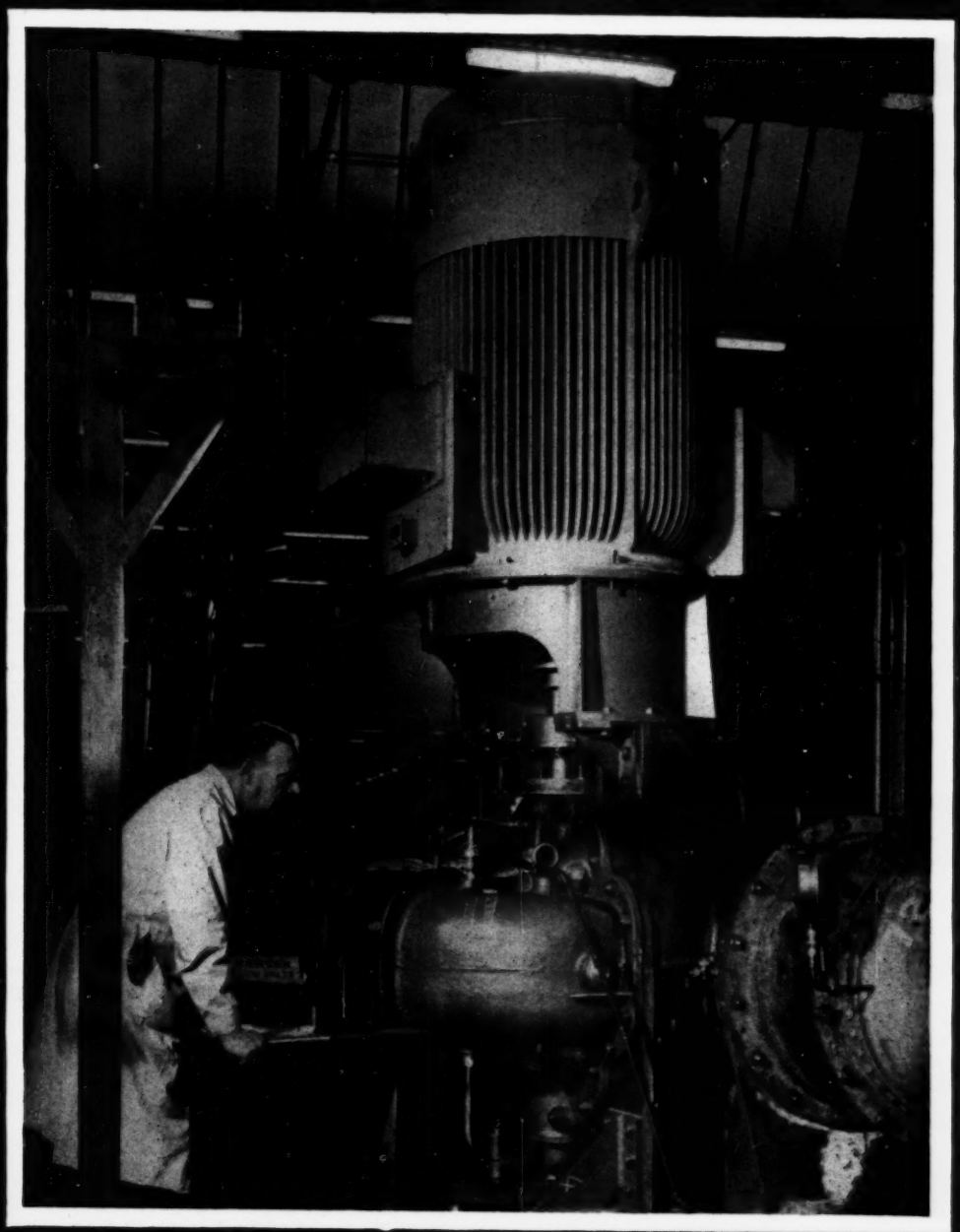

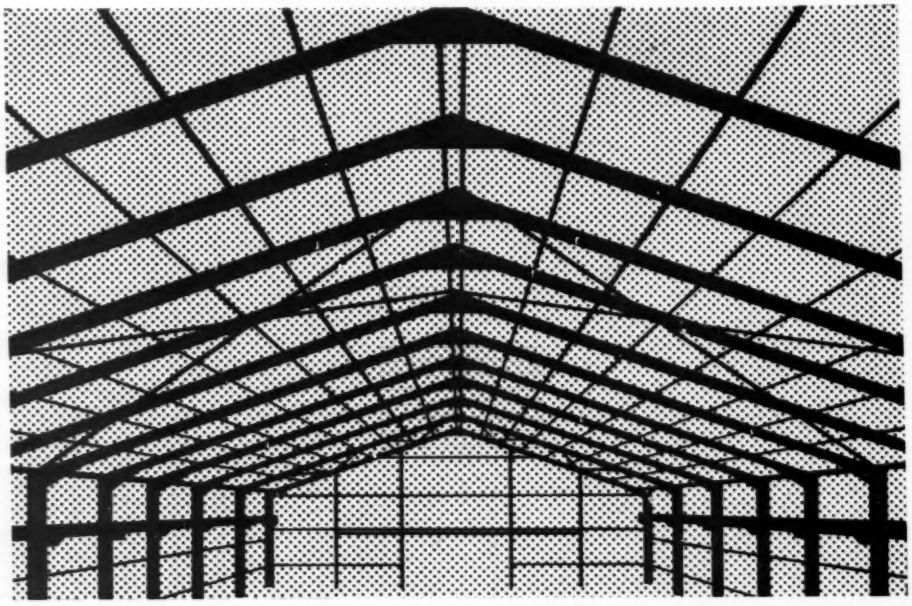

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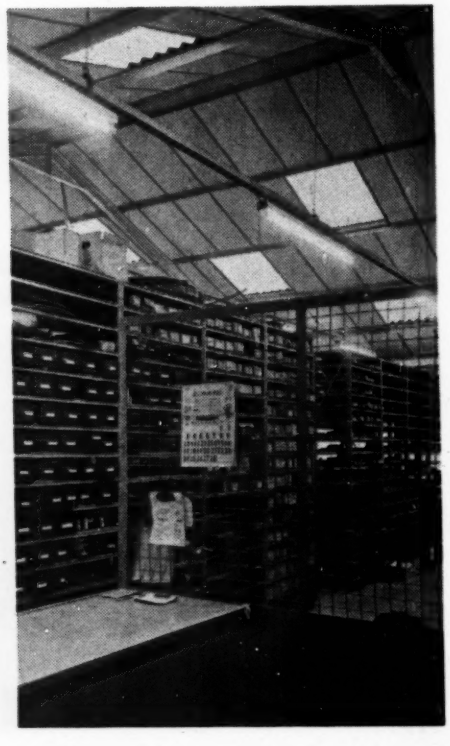

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Shepley, Booth & Associates Limited are proud to be associated with the Tate and Lyle Organisation. The photographs illustrate some of the work recently carried out for Tate and Lyle Transport Limited at Liverpool on a 'Package Deal' basis. Shepley Booth specialise in this type of service which includes design, legal negotiations, construction and handing over on a 'Key in the Door' basis. It will be clear from the photographs that SHEBA construction permits unlimited application of use and is ideally suited for offices, factories, canteens and light and heavy engineering works of all types.

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Tel: Mayfair 5296 Telex 21270

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Exporting to the United States — 3

The Rapidly-Developing South-East of the United States

The various sections of this article were contributed by H.M. Consulate General, New Orleans, and H.M. Consulates at Atlanta and Miami. The article was finally edited by the Commercial Department of the British Embassy in Washington.

The imposing skyline of Atlanta.

This article and the one that follows, entitled 'Operating Your Own Company in the United States' are part of a series that will appear in consecutive issues of the* Board of Trade Journal *on the general theme of the United States as a market for British goods. (Previous articles appeared in the* Board of Trade Journal *of September 13 and 20). They are featured in advance of a seven-week tour of Britain, beginning October 21, by six of H.M. Commercial Officers in the United States who will be talking to businessmen individually about the prospects for exporting their goods to the American market. If you wish to make an appointment to meet one of these Officers and have not already applied in response to earlier publicity, you should approach the nearest office of the Board of Trade or send your inquiry to Room 5366, Board of Trade, Horse Guards Avenue, London, S.W.1, to establish whether any appointment time is still available.

DIXIE, AS THE AMERICAN South is called, should today be associated more with the making of jet aircraft than with mint julips and magnolias. The States comprising Dixie, their population and *per capita* income are as follows: North Carolina 4·6 million, $1,574; South Carolina 2·4 million, $1,379; Georgia 3·9 million, $1,608; Tennessee 3·6 million, $1,545; Alabama 3·3 million, $1,462; Mississippi 2·2 million, $1,173; and Louisiana 3·3 million, $1,604. These data are from the 1960 Census, and the actual figures today are no doubt larger.

Atlanta, Georgia, the city of 'Gone with the Wind', is the hub of this area. It is served by seven railway systems, by more than seventy fixed route road haulage lines with daily schedules, and by one of the most magnificent and busiest airports in the country. Its population, now over a million, a quarter of that of the whole State, has increased during the last ten years at a greater rate than that of any other American city of comparable size.

Atlanta is only an overnight run from the deep water Atlantic ports of Norfolk, Savannah, Charleston, Brunswick, and Jacksonville and is also served by the port of Mobile on the Gulf coast. As Atlanta is already a Customs port of entry, it is expected that, in the near future, scheduled international flights will originate from the municipal airport. The South's largest telephone centre and television and communication switching network are all in Atlanta. According to a recent survey, 354 of the 500 largest American industrial corporations, as well as practically all of America's major insurance companies, are represented in this city.

Like many American cities, in the North as well as in the South, Atlanta has its racial problem, but as the result of wise leadership among both the negroes and the whites, considerable progress is being made towards finding a peaceful solution to this difficult question and there have been very few disturbances in this city even during the current period of nationwide tension.

New Orleans, Louisiana, with a population of almost a million, is the second largest city in this region and the second port in the country in terms of the volume of foreign tonnage handled, involving trade to and from the entire mid-continental Mississippi Valley area. The Foreign Trade Zone at New Orleans provides facilities

A special supplement on pages i-xxviii of this issue deals with trends of exports of manufactured goods by the United Kingdom and other main exporting countries.

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Front Cover Photograph

One of four 27 in. vertical-spindle, double-suction centrifugal circulating-water pumps built be W. H. Allen Sons & Co. Ltd., Bedford for installation in the Johore Bahru Power Station, Federation of Malaya, undergoing works testing. The order for the pumping plant was placed by Aiton & Co. Ltd., Derby, on behalf of the Central Electricity Board of Malaya. (An article on Malaysia appears on pages 703-707 of this week's issue.)

Exporting to the United States (*Continued*)

for the duty-free storage of imports pending distribution or re-export. Imports from Britain through the port of New Orleans increased from $3 million in 1952 to $25 million in 1960. New Orleans is well served by a network of rail, road, air and inland waterways providing transportation facilities for any destination.

Reason for Expansion of Economy

The reason for the tremendous expansion of the economy of the South in the past 20 years is the rapid movement into this area of industry from further north. No longer does the South depend on agriculture. Although the textile industry is still important, 'King Cotton' is being replaced by new plant for the manufacture of paper, electronic and engineering components and giant jet transports. What has brought the northern manufacturers to the South is the abundance of labour and cheap power, water and transport facilities.

British products in this rapidly expanding region can do extremely well over a wide range of goods. The principal industries in the four South-eastern States are textiles, chemicals, aircraft, paper, passenger cars and trucks, naval stores and a growing electronics industry geared to the space programme. British textile machinery manufacturers have obtained orders well up in the million dollars bracket for a wide range of machinery. Farm tractors, food handling machinery, printing machinery, special machine tools, automobiles, motor-cycles, bicycles, farm and garden implements, electronic equipment, electric motors, hardware items (including hand tools), office machinery, industrial items and steel products – all have found a ready market. In addition, the sales of many varieties of British consumer goods could certainly be increased in the numerous fine department stores and speciality shops throughout the area if a real effort were to be made. China, silver, cutlery, toys, speciality foods, gift items, men's and women's wear, household goods, are only some of the items that come to mind.

Trading methods vary. The leading department stores generally rely on their own London buying houses and also send their own buyers to Britain and Europe annually. Rich's, for example, the largest department store in the South, had over ten buyers in Europe early this year. Many stores, however, particularly in the smaller centres, depend on New York suppliers. Some British manufacturers have their own sales representatives in Atlanta covering the entire South. Hardware and industrial items are usually marketed through manufacturers' agents and hardware jobbers. The general pattern is that a local agent or wholesaler covers at least four States from Atlanta, and 75 per cent of them in fact cover seven States or more. In addition, some importers of British and other foreign goods located elsewhere, have their own sub-agents in Atlanta.

British firms are doing business in this area, but there is no doubt that many more, whether new to the South or to the United States as a whole, are missing great opportunities in the Atlanta distribution area with its expanding population and rising *per capita* income. The number of British businessmen visiting the area has increased in recent years, but there are still far too few of them; the enterprising few who have visited Atlanta have invariably been pleased and surprised at the orders they have taken.

Distribution Centres

Although Atlanta is the main distribution centre, it should be noted that Birmingham, Alabama (pop. 634,864), Nashville (pop. 415,000), Knoxville (pop. 368,000), Chattanooga (pop. 283,169), and Memphis (pop. 675,000) in Tennessee, Columbia, in South Carolina (pop. 100,000), and finally Charleston (pop. 209,000), and Savannah, in Georgia (pop. 188,299), are very active as distribution and manufacturing areas. Nashville is noted for printing and publishing, footwear and glass production; Knoxville benefits by its proximity to Oak Ridge atomic energy centre, with atomic products, textiles and marble quarrying as its leading industries; Chattanooga is situated in the heart of the tufted textile industry; other important industries include food products, iron and steel products and wood furniture. Tennessee Valley Authority locks and dams bring Chattanooga industry the benefits of a port on the nation's inland waterway system. Columbia is situated in the heart of the Carolina textile industry. Charleston with its Atlantic port facilities and waterway, railway and highway connections, handles a large volume of traffic consisting largely of petroleum products, fertilizer materials, pulpwood, paper, foreign cars and scrap metal, and leads

Exporting to the United States (*Continued*)

FLORIDA– LARGEST RESORT OF ITS KIND

Only 60 years ago Miami Beach's Hotel Row was an undeveloped island. Florida now has the largest resort of its kind in the world.

the United States in raw wool imports. Savannah port facilities are located on the Savannah River, 18 miles from the Atlantic Ocean. The principal products handled are lumber and wood, paper and paper products, petroleum products, unprocessed tea and sugar, naval stores, chemicals, and cotton. Both Charleston and Savannah have ambitious expansion programmes and during the last decade have made notable gains in foreign commerce. British shipping firms are well represented and port facilities generally are very good.

Memphis is a rapidly growing city the trade of which reaches 8½ million people; it claims to be the world's largest market both for spot cotton and for hardwood. Being on the Mississippi River it looks to New Orleans rather than to Atlanta for its external trade; so also do the important Louisiana centres of Baton Rouge (pop. 235,000) with its heavy concentration of petro-chemical, aluminium and rubber industries and Shreveport (pop. 285,000) a distribution centre and crossroads of the greatest oil and gas pipeline system in the country.

Consumer incomes in the South-East rose 29 per cent from 1957 to 1962, compared with the national figure of 25 per cent. Increased activity in the textile, apparel and transportation equipment industries account for much of this gain. The demand for consumer goods increases proportionately and is facilitated by easy credit. Goodwill for Britain, and appreciation of the quality of British goods, are traditional in this region and provide opportunity to British firms to demonstrate that they have innovations and ideas to offer in the field of plant equipment and merchandise in addition to the hitherto 'old reliables' of textiles, china, silver, Scotch whisky and sports cars, which too many people still believe are Britain's sole exports.

South-eastern States Development

The peninsula which forms the State of Florida, although not included in that part of the South known as Dixie, is the most rapidly developing of all the South-eastern States – it is indeed the fastest growing State in the whole country – with a population of over five million, which has almost doubled since 1950 and which is still growing at the rate of a quarter of a million annually. The Sunshine State, as it is justly called, having an average January temperature of 62°F, attracts not only millions of tourists in the winter months, representing a major market for consumer goods and services, but also retired people who make their homes there.

Florida's citrus crop exceeds that of California. Fruit and vegetable production and fishing are leading industries and the growing cattle population on the large ranches now makes Florida the second 'cattle state' of the Union. Some manufacturing industries, however, are now growing faster than oranges! Florida has developed a metal-working industry and is now an important manufacturer of electronics equipment and electrical machinery, transportation equipment and instruments. Orlando, in the middle of the peninsula, is now an important centre of the electronics and rocket industries which have attracted highly paid engineers and technicians who, with air-conditioned homes and cars, enjoy a high standard of living and are good customers for consumer goods.

The more than five million residents of Florida together with about twelve million tourists who seek the sun each year, are estimated to have, between them, some $8,000 million annually to spend on goods and services provided by and imported into the State, thus making it one of the largest markets in the country. The general standard of living is exceptionally high. Multi-car garages, large yachts and Rolls-Royce cars impress the non-resident by their numbers.

Florida is known also as the 'Gateway to the Caribbean', and to the markets of Latin America. It has six international airports, of which the largest is at Miami, and a number of sea ports on both the Atlantic and Gulf coasts. The largest ports and towns are Miami (pop. 292,000), Tampa (pop. 275,000), and Jacksonville (pop. 201,000). Miami is the largest marketing area. The leading department stores and their London buying agents are Jordan Marsh – Miami (Metasco Inc.) and Burdine's – Miami (Associated Merchandise Corporation). The whole State, however, with its enormous tourist trade, represents an important market for consumer goods of many kinds including boating and sports equipment, giftware and resort clothing.

Exporting to the United States (*Continued*)

Operating Your Own Company in the United States

EACH YEAR MORE British firms, both large and small, open their own sales offices in the United States. Although the information given below applies primarily to the case of a subsidiary company, most of it is equally applicable to the establishment of a resident representative with a small office or to a branch registered to trade in the United States.

Formation of a United States Company

There is no substitute for sound legal advice if you decide to form your own company in the United States. Though there are no insuperable difficulties in incorporating or registering a company, the regulations vary in the fifty States, and only a United States lawyer will be able to assure you that your selection of City and State in which to operate is not adversely affected by any laws of that State. He can also advise on taxation questions. It may sometimes, for instance, be of advantage to incorporate your company in one particular State even though your principal operations are in another. Each form of business organization is subject to different legal requirements in the United States. The three usual forms of business operation are individual ownership, partnership and the corporation and it is the corporation which generally proves to be the most suitable for a United Kingdom firm. In New York State, where there are numerous subsidiary corporations of United Kingdom firms, the cost of a lawyer's services for advice and eventual incorporation of a small company would not be less than $500 to $900, plus State incorporation taxes, issue stamps on stocks and miscellaneous expenses, amounting to approximately $100 to $200. Needless to say, the cost of legal advice and services can be much higher and will obviously depend on the amount of work involved. At an early stage you will wish to make banking arrangements. Your own bank in the United Kingdom probably has a resident representative – and certainly has correspondent banks in the United States, and you may be able to get excellent advice from them on your initial problems, and on the choice of a suitable bank for your United States account when established.

Office Accommodation

Having settled the legal position your next move will be to find appropriate offices, warehouse accommodation, or factory space, as required. Approximate prices and rates given hereafter are a rough guide to those in New York City and its adjacent suburbs. Variations in other important cities are described at the end of this article.

If you know well the area in which you have decided to have your offices you can negotiate a lease directly with the rental agent in the building of your choice; otherwise, you would be well advised to use a reliable real estate brokerage firm (estate agent in the United Kingdom) to assist you in finding the type of accommodation your require. His service fees are paid by the property owners so you pay no more than when dealing direct with a property owner. Your choice of site may be largely influenced by your type of business, and you will find that in New York City there are areas in which there is a concentration of a particular trade – Wall Street area for finance, Bowling Green and Lower Broadway for shipping, Hudson Street for foodstuffs, Seventh Avenue for the women's garment trade, to cite a few. If your product is one bought by speciality and department stores you will very probably wish to cater to this somewhat elusive type of buyer, and be in a locality which is within their easy reach. Space in the area of Broadway from 34th Street to the 40s and eastward to Madison Avenue largely covers this type of buyer's hunting ground.

There are many other examples of concentration of trades in special areas, some of which may have outlived their original purpose and so you will want to select a location which is not only convenient for you but above all convenient for your customers, particularly if you seek to attract a continuous flow of buyers to your showroom.

According to the president of one of the leading real estate firms in New York, the following is a rough guide to rentals for early 1962:

(i) The cost of office space depends of course on location, the quality of management of the building, the age of the building, in some cases the location of space in the building, and on whether the building is air conditioned.

(ii) If the efficiency of staff is likely to be affected by the extreme summer heat and humidity, air conditioning in the summer months ensures that office staff remain on their toes and, if buyers call on you, they will enjoy concentrating on what they are told or are shown without distraction from the temperature during the torrid summer months. At the same time older but well ventilated high ceilinged buildings are frequently quite comfortable in the hottest period. Air-conditioned buildings in the United States are no longer a rarity, and so long as the best type of employee is in short supply, there is an indication that the time is not far distant when white collar workers will be able virtually to insist on working in air-conditioned buildings.

(iii) Leases normally commence on May 1 and terminate on April 30. Heating, daily cleaning of offices and periodical window cleaning is included in the rental of space in office buildings. In the most recently erected buildings, cooling and ventilating during business hours are included in the rental prices. In other buildings in which warehousing is allowed, or where manufacturing or processing is carried on, all cleaning arrangements are for the account of the tenant. Rentals include liability insurance. Insurance against theft or fire or destruction or loss from other causes is the tenant's responsibility. Rents are usually paid monthly and not quarterly.

(iv) Rentals in first-class non-air-conditioned buildings for units of a minimum space of approximately 1,000 sq. ft. range from $5.75 to $6.50 a sq. ft. whilst similar small units in air-conditioned buildings, if available (and they are extremely hard to obtain) will cost from $7 to $9 a sq. ft. The rate for a large area is less expensive and as a very rough guide a space of a minimum of 5/6,000 sq. ft. might result in a saving of up to fifty cents per sq. ft. whilst an entire floor of say 25,000 sq. ft. in an air conditioned building might be obtained for a figure ranging from $5.50 to $6.50 a sq. ft. depending on the height of the storey. Leases are normally made for ten to twenty years in the latest built air-conditioned buildings and for three to five years in other first-class office buildings. Landlords of non-air-conditioned buildings will in some instances agree to install unit air-conditioning at the rate of approximately fifty cents to $1.00 per sq. ft. depending on the type of equipment used. A landlord will normally do more in the way of partitioning, painting, etc. for a tenant with a long-term lease than for shorter agreements.

(v) In addition to those buildings which are essentially for office work, there are a number of speciality trade buildings where there is a concentration of a particular trade. On Broadway, for instance, there are fine modern buildings used by many textile firms. Rentals in these buildings are approximately $6 a sq. ft. There are advantages in being in a building constantly visited by United States buyers, for a particular trade, even though the location of the building may leave something to be desired in terms of general amenities.

(vi) For those who require office space in the better type of loft building in which manufacturing and processing is permissible, and/or where stock can be held and where goods can be accepted and despatched, rentals are approximately $3 a sq. ft. and slightly lower in some less convenient locations.

(vii) Firms with offices in one part of the City requiring warehouse accommodation elsewhere in which to hold, sort, pack and despatch their stock will be able to find such accommodation at from $1.00 to $1.50 a sq. ft.

(viii) Finally, there is one type of rental which may serve those United Kingdom firms requiring nothing more than a good central location as headquarters with desk space, secretarial service (as and when required) with telephone answering service whilst the tenant is out of the office. Such accommodation for a staff of one can be had for as low as $50 per month.

Exporting to the United States (*Continued*)

If the service includes a small private office for one person, rentals are $125/$150 per month. Larger suites of two rooms cost $150 up to £250 depending on location. Firms offering this type of accommodation have rooms available for private meetings or for show purposes, as and when required, for which the fees are reasonable.

Staff

One of your major expenses in operating your own company in the United States will be the salaries of your staff. You may have a suitable man in the United Kingdom already earmarked to take charge of your American business. It is extremely difficult to advise what salary the man in charge should be paid as so much must depend on his qualifications and the amount of his responsibilty. Living conditions and business expenses in the United States are on a very much higher scale than they are in the United Kingdom, and competent staff are able to demand high salaries and in some categories they are scare. A good man in a managerial capacity of any responsibility would be hard to find for a salary of less than $15,000 per year and this is by no means a large salary by American standards, and compares with a £2,000 per year salary earner in the United Kingdom. A good secretary proficient as a typist and capable of fast shorthand is hard to find for $100 per week in New York City, and in fact $115 and more is readily paid by numerous United States firms. A 'girl Friday' who can type well, but who does not take shorthand but who can make out invoices and do routine work such as acting as receptionist and operating a small switchboard, would be paid not less than $85/$90 per week. A book-keeper-accountant capable of drawing up a simple statement and dealing with simple tax returns would require about $100/$125 per week. When organizing your company you would engage the services of a firm of accountants to set up the correct internal control systems and carry out a semi-annual audit. For a small business operation it is possible that under the supervision of your Manager, a 'girl Friday' would be capable of looking after the necessary book-keeping.

If you have a substantial stock of merchandise which requires a full-time warehouseman who can be relied on to accept goods upon arrival and despatch to customers as orders are received, and to record all such transactions, he will expect a salary of not less than approximately $75/$85 per week. The existing minimum wage payable is $1.15 per hour for interstate commerce for a 40-hour week (it is from 90 cents to $1.10 per hour depending on the industry within the State of New York only), but it is almost impossible in New York City to find young men or women willing to start at this figure, and in fact $75 is a more appropriate minimum wage when estimating overheads. If you are prepared to train a young person coming straight from high school, college or a business school, the starting salary required may be less, but whatever salary you pay your employees in the United States you will find that all employees expect quick advancement in pay as their knowledge and usefulness increases.

Travelling

This is another heavy item of expense and for a salesman will probably average about $35 a day including rail or air transportation, hotel, food, and a minimum amount of simple entertainment. This figure may be $15 to $20 higher if it is necessary to hire a sample room for the display of merchandise. The Manager of the company representing a United Kingdom manufacturer should be able to maintain the prestige of the company he represents and entertain in a reasonable manner, and in doing so the figure of $35 per day will be exceeded. One well-known firm in New York have one salesman travelling an average of one hundred and fifty days per year. His route covers most of the main United States cities in which he sells his firm's merchandise. The same firm's manager spends approximately sixty days each year away from his office on selling trips—a total of two hundred and ten travelling days for a relatively small New York subsidiary of a prominent United Kingdom firm. This firm estimate that their travelling cost per year is close to $8,000. Their sales exceed $1¼ million. Extensive travel, and adequate allowances for it, are essential to an expanding business in this huge market.

Insurance and Various Expenses

The advice and service of a reliable insurance agent is essential to ensure that your business has the necessary protection. Americans are claim-minded, for a firm distributing a food product may face claims from individuals alleging food poisoning after eating the product. If considerable funds are handled by staff in your United States company, you may require to have your Manager or other members of your staff under a fidelity bond, and if you are holding stock you would wish to cover it against the usual risks.

Customs

If your business involves the import of goods into the United States, you will require the services of a reliable Customs House brokerage firm. Many United Kingdom shipping and forwarding agents have their own agents in the United States and you will find that these are able to offer invaluable services when dealing with the United States Customs Officers, in arranging clearance of incoming goods and in advising you on the many problems covering correct methods of invoicing, pricing, packing, holding of goods in bond and claiming refunds of duty for incorrectly assessed goods, etc.

Various Expenses

When you furnish your office you will find that typewriters, desks, chairs and in fact most office equipment can be bought from firms specialising in used and reconditioned items, or there are numerous firms who will quote you a price for your requirements for new (or used) furniture. Equipment such as typewriters, adding and photostat machines, etc. can be hired rather than purchased. Due to the high cost of maintaining office equipment, hiring is considered by some companies to be less expensive. It should be remembered, however, that the United States businessman is accustomed to public relations techniques designed to give good first impressions, and that this tends to place considerable stress on the furnishing and layout of reception rooms and offices. You must expect the normal expenditure for cables, postage, office supplies, Christmas tips to office building employees and so on. As an example of the sort of operating budget to be considered, we give a hypothetical budget for a company in the following paragraph.

Budget (First Year)

We have in mind a New York company selling approximately $600,000 (ex United Kingdom factory or mill) to a considerable number of United States buyers throughout the country. Travelling expenses of United Kingdom firms' directors to and from the United States to set up the company and the cost of legal expenses to incorporate the company in the United States are *not* included. Direct taxation on operations is not included but taxes and expenses based on payroll are allowed for. The figures are, of course, only a rough guide in circumstances which may vary considerably with trading methods, and different parts of the country. A company handling a very large volume of orders, such as would be the case in the food business, would require a larger clerical staff than a company with an equally large sales turnover derived from a very limited number of customers.

Salaries

Salesman/Manager	$15,000
Secretary and General Office Assistant ...	$5,500
Assistant Manager	$8,000
Bookkeeper	$5,500
Billing Clerk	$4,000
Office Boy	$3,000
Social Security, Unemployment and disability taxes and medical protection (estimate 10 per cent of payroll) ...	$4,100
Rent office space and showroom 750 sq. ft. at, say, $7.00	$5,250
Travelling expenses, say 200 days at $35 per day	$7,000
Office stationery, postage, cables and various odd expenses plus telephone ...	$2,000
Auditors' fees for supervision of books, annual audit and preparing tax returns	$500

(*Continued on next page*)

Exporting to the United States (*Continued*)

Insurance Estimate	$500
**Advertising, Promotion and Entertaining*	$6,000
Miscellaneous	$2,000
	$68,350

**Advertising is a subject in itself. This is just a reminder that you will want to allocate a reasonable sum to keeping your name in the trade press (which is all that we have allowed for in the above budget). Your actual costs may of course be far greater if your product needs heavy advertising.*

If you are going to sell from stock held in the United States then you will probably require warehouse space adjoining or near to your office or in a separate warehouse building, and possibly another employee to look after the stock and despatch goods to your customers. You will be able to estimate this additional expense from the various rates given.

Sources of Assistance in Planning

You will find numerous sources for preliminary advice in the United Kingdom, as also when you arrive in the United States.

(i) *In the United Kingdom*
If information is not already available to them the Board of Trade in London and their several Regional Offices will be glad to ask the Commercial Department at H.M. Embassy and/or any of the twenty Consular Posts in the United States as may be necessary to answer your questions.
Other sources are your bank or the American Embassy, the American Chamber of Commerce in London, the Western Hemisphere Exports Council, the Federation of British Industries, British Trade Associations or your nearest Chamber of Commerce.

(ii) *In the United States*
The Embassy in Washington and any of the British Consular Posts in the United States. The United States representative of your own bank in the United Kingdom, the British-American Chambers of Commerce and Trade Centres in New York, Los Angeles, San Francisco and Chicago.

Variations of Costs in Some Other Important Cities

ATLANTA

Rents

The cost of office rentals in Atlanta would be about 25 per cent less than those given in New York's article. For example, rentals in first-class, air-conditioned buildings of a minimum space of approximately 1,000 square feet range from $4.00 to $4.50 per square foot, plus electric current. Rental in excess of 6,000 square feet might save 10 cents per square foot. Leases are normally made from one to five years.

Warehouse accommodation costs approximately 60-80 cents per square foot. Office accommodation for a staff of one and including the use of a secretarial service (telephone answering service) would cost about $85.00-$100 per month.

Practically all the office accommodation which would be offered in Atlanta would be air-conditioned.

BALTIMORE

Rentals

Downtown Business Section

Type: 10th and 11th Floors
Area: A – 1,500 sq. ft. – 10th floor
B – 3,750 sq. ft. – 11th floor
Rent: A – $4.50 per sq. ft.
B – $4.00 per sq. ft.
(Includes all services, air-conditioned)

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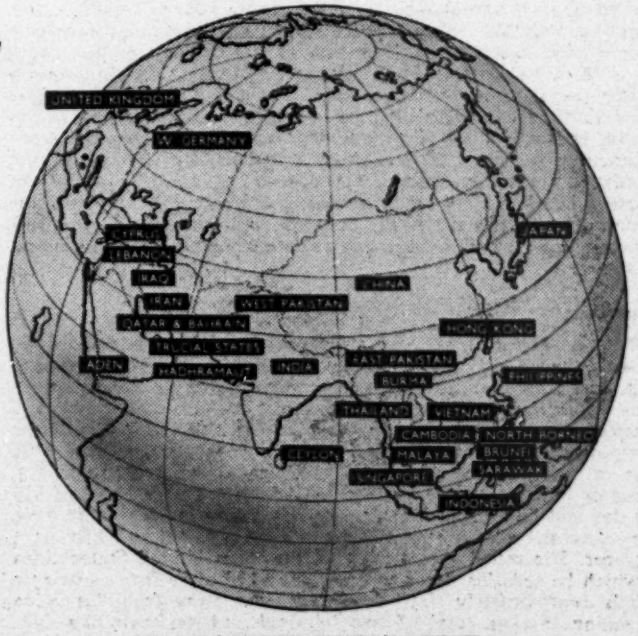

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Exporting to the United States (*Continued*)

Type: 3 storey and basement, brick (converted row house)
Area: 2,500 sq. ft. plus basement and attic
Rent: $300 per month or $1.44 per sq. ft.

Uptown Business Section

Type: 2 storey: 1st floor mainly warehouse
2nd floor office and display area
Area: 14,000 sq. ft.
Rent: 92 cents per sq. ft.

Type: 3 storey converted row house
Area: 2,100 sq. ft.
Rent: 1st floor – 750 sq. ft. – $125 per month
2nd floor – 750 sq. ft. – $100.00 per month
3rd floor – 600 sq. ft. – $50.00 per month
(Heat and electricity included in rental)

Type: 4 storey brick office building, converted storage building
Area: 3,400 sq. ft. (850 sq. ft. per floor)
Rent: $2.25 per sq. ft. (Parking not included)

Type: 3 storey brick (combination office and warehouse)
Area: 37,200 sq. ft.
Rent: $18,000 per year. Heated.
Price: $160,000

Adjacent to Business Section

Type: 6 storey office building, reconditioned
Area: 24,000 sq. ft., 4,000 sq. ft. per floor
Rent: 75 cents to $1.00 per sq. ft.
Price: Can be purchased for $60,000

Crosstown Business Section

Type: 3 storey building
Area: 6,770 sq. ft. on 1st and 3rd floors
Rent: $2.50 per sq. ft.; includes janitor and heat but no electricity

Suburban – First-Class Location

Type: 3 storey and lower level; new office building
Area: 6,456 sq. ft.
Rent: lower level $3.75 per sq. ft.
upper levels $4.24 per sq. ft.
(Rent includes janitor service and parking)

Type: New office building; 1st and 2nd floor offices available
Area: 1,663 sq. ft. and 1,064 sq. ft.
Rent: $4.25 per sq. ft.

Suburban

Type: proposed new office building
Area: 1,200 sq. ft. unleased
Rent: $4.00 per sq. ft. asking rental. Tenant to pay own electricity and janitor services. Spaces for air conditioning built in but this rental does not include air conditioning units.

Staff

Salesman/Manager	$15,000
Secretary and General Office Assistant	$4,400 average, can go to $5,300
Assistant Manager	$10,000
Bookkeeper	$4,836 average to $4,940
Billing Clerk	$3,328 average to $3,380
Office Boy	$2,860 average to $3,071

CHICAGO

There are *no* first-class non-air-conditioned buildings in Chicago. The rent for space of 1,000 square feet and up in air conditioned buildings ranges from $5.75 to $7.00 per square foot. They are extremely easy to find at present. A saving of fifty cents per sq. ft. would result if a space of 5/6,000 sq. ft. was rented. An area of 25,000 sq. ft. could be rented from $5.00 to $6.50 per sq. ft. Leases of ten to twenty years are normally made *only* on buildings which are still under construction. Shorter leases may be negotiated in buildings already in use. Installation of air-conditioning in non-air-conditioned space would cause a rent increase of 25-60 cents per sq. ft.

The rentals for the better type of loft building vary from $1.25 to $1.75 per sq. ft. Warehouse accommodation in which to sort, pack and despatch varies between 65 cents and $1.00 per sq. ft.

Accommodation for a staff of one giving desk space, secretarial service (as required), telephone answering service may be had for $50 a month.

Staff

Variations are:—

Secretary	$75 – $125 per week
Typist	$65 – $100 per week
Bookkeeper	$85 – $125 per week
Storeman	$70 – $ 85 per week

The above rates depend upon experience, ability and availability, the last of which is variable.

Budget

Manager	$15,000
Secretary	$ 5,500
Asst. Manager	$ 9,000
Bookkeeper	$ 5,500
Billing Clerk	$ 4,200
Office Boy	$ 3,000
Social Security, etc.	$ 4,200
Rent	$ 4,875
Travel	$ 7,000
Stationery, etc.	$ 2,000
Auditor	$ 500
Insurance	$ 500
Advertising	$ 6,000
Miscellaneous	$ 2,000
	$69,275

(*Continued on next page*)

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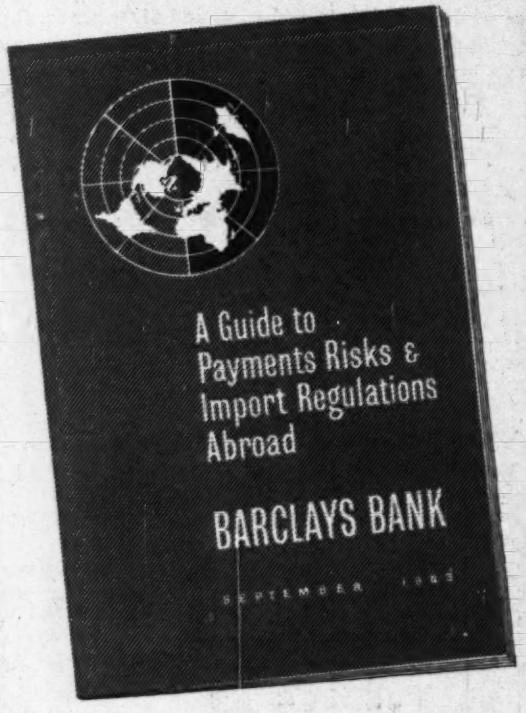

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Exporting to the United States (*Continued*)

LOS ANGELES

The following figures include janitor service and utilities:
$4·50 to $5·00 for non-air conditioned buildings.
$5·25 to $6·75 for air conditioned buildings.
$4·75 to $5·75 for entire floor.
Leases are normally for 5 to 15 years.

Staff

Storekeepers (stock clerks) ...	$50 to $65 per week
Bookkeeper (routine work) ...	$75 to $85 per week
Bookkeeper (semi-accountancy)	$85 to $95 per week
Stenographers	$85 to $90 per week

NEW ORLEANS

All first-class office buildings in New Orleans and other large towns in our area are equipped with air conditioning. Space can be rented for about $4·85 per square foot up to the 10th floor on a ten-year lease, all partitions and decorating at lessor's expense. Buildings without air conditioning rent for $2·25 to $2·75 per square foot.

Warehouse space is available in New Orleans and depending upon location, facilities required, track-side position, etc., costs from 75 cents to $1·50 per square foot.

Staff

Formerly, a flat salary was all that was paid or demanded, but here of late remuneration is based on salary and bonus based on profits. A local employment agency states that excellent managerial staff is available on a flat starting salary of $10,000, with increases based on results; executive secretaries are in the $350-$500 per month bracket, while combination secretary-bookkeeper or secretary-typist-receptionist receives from $300 to $350 per month; typist-clerks are being offered $200 to $250 per month.

Facilities are available for tax specialists (not certified) who can install systems of control for a flat fee of $100 and who will provide simple auditing and tax returns for $100 per month depending upon work involved and the increase in the volume of business. Simple day-to-day bookkeeping services should cost about $200 per month. In cases where experienced bookkeepers have been retired due to having reached the age limit of Social Security, their services would be available at approximately $100 per month on a part-time basis.

Budget

Salesman/Manager	$10,000
Secretary and General Office Assistant	$4,200
Assistant Manager	$5,500
Bookkeeper	$3,600 to $4,200
Billing Clerk	$2,400 to $3,000
Office space in modern air-conditioned building 750 square feet	$3,600 plus per year

SAN FRANCISCO

New buildings in San Francisco are air-conditioned and office space in these buildings (which are situated in the financial district) range from $7·50 to $9·00 per square foot per annum.

First-class buildings in the financial district – but not new – range from $6.30 to $7·50.

Still in financial district but in good type older building (such as our own office space at 343, Sansome Street which is 4,752 square feet approximately) range from $4·41 to $5·78.

In an expensive down-town location (outside the financial district) rentals range from $3·15 to $3·78.

Note: All of the above rental costs *include* heating, water, light and janitorial services.

Rental for loft type building is estimated at $1·80 to $2·40 in a good area, but moving out into older areas of the city and of course older buildings, one could obtain space for 60 cents to $1·20, but would possibly have to pay for own janitorial service.

Warehouse accommodation – approximately 36 cents to 48 cents.

Exporting to the United States (*Continued*)

(No janitorial service is provided and usually firms pay for their own lighting and sometimes heating.)

Office space in central location as headquarters with secretarial service, telephone answering service, etc.; for medium to small office or perhaps two offices, monthly rental would range from $125 to $200, and over $200 if in one of the new buildings. There are few buildings in San Francisco which provide secretarial service; telephone answering service is easily obtained.

Staff

	Commencing Rate
Secretary: executive level ...	$425 to $550 per month
Good secretary, fast shorthand writer	$350 to $425 per month
Good typist – does not take shorthand but capable of handling invoicing, routine office work such as reception, switchboard, etc. ...	$275 to $350 per month
Bookkeeper-Accountant – capable of handling simple statements, simple tax returns (Many firms review salaries every three months, most annually)	$350 to $475 per month

In San Francisco a good man in managerial capacity would command between $10,000 and $15,000. He would expect increases periodically and some financial recognition for energetic and successful work, e.g. a bonus after a period of good sales.

SEATTLE

Rentals

New, air-conditioned – Central District
$4·50 – $6·50 according to height.
Older, First-Class – No air-conditioning
$3·25 – $4·25.
Modern, air-conditioned – Fringe Area
$3·50 – $4·50 (including parking)
Older Buildings – Fringe Area, without services
$1·50 – $2·50.
(Services include light, electricity, heat and janitor services but not telephone or parking.)

Loft or Warehouse Space

(A) Existing building for lease: 50 cents – $1.00 per sq. ft. per year.
(B) Building built to specification for lease: 72 cents – $1.50 per sq. ft. per year.
Office space with telephone answering service: $35 – $51.50 per month.

Staff

Managerial Capacity: $12,000 – $15,000 per year, plus fringe benefits.

Clerical

Male – accounting	$99.0 – $117 per week.
Female – accounting	$90.00 – $97.00 per week.
– filing	$80.00 – $88.00 per week.
– secretaries	$102.00 – $111.00 per week.
– stenographers ...	$82.00 – $91.00 per week.
– typists	$78.00 – $82.00 per week.

Warehouse

Order fillers and packers $2.21–$2.30 per hour.

ST. LOUIS

Rentals – Office Space per sq. ft.

Newly built, central business district, air conditioned	$4.25 to $7.00
New, suburban business district, air conditioned, including parking facilities.	$3.75 to $5.00
Older, first class, central business district, no air conditioning	$3.25 to $4.50
Older office buildings, suburban business district, air conditioned	$2.00 to $3.50
no air conditioning	$1.50 to $2.50
(Services include, light, heat and janitor services)	

Loft Space

Existing building down-town location	$1.00 to $2.50
Existing building other than down-town location.	30 cents to 75 cents.

Office Desk Space

Co-operative Secretarial Service and telephone answering service provided	$35.00 to $75 per month (depending on location).
Private office suite	$100 to $175 per month.

Staff

Managerial capacity
$10,000 to $15,000 per year (plus fringe benefits and expenses).
Clerical
Female secretary – $350 to $400 per month.
Female typist/receptionist – $275 to $375 per month.
Warehouse
Male – $2.25 to $2.75 per hour.

North American Investment in Scotland

THE FIRST survey of United States investment in Scotland has been carried out by the Scottish Council (Development and Industry). The purpose is to encourage American investment in Scotland. Inquiries concerning the survey should be made to the Scottish Council (Development and Industry), 1 Castle Street, Edinburgh 2.

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Mr. Erroll Discusses Future of Anglo-Soviet Trade During Visit to USSR

AT THE INVITATION of Mr. N. S. Patolichev, Soviet Minister of Foreign Trade, Mr. Frederick Erroll, President of the Board of Trade, and Mrs. Erroll, visited the USSR from September 9 to 20. During his stay in the Soviet Union Mr. Erroll visited Irkutsk, Bratsk and Novosibirsk and saw power stations and factories, as well as the Scientific Centre of the Academy of Sciences at Novosibirsk. He then went to Sochi and visited Erevan and Kirovakan in the Amenian Soviet Republic. At Kirovakan he was shown a factory for which machinery was supplied by British firms.

The President was greatly interested in the pace of industrial and economic development in Siberia and Armenia. On his return to Moscow the President expressed his thanks to Mr. Patolichev for the wide-ranging tour.

While in Moscow, Mr. Erroll was received by Mr. Khrushchev and Mr. Kosygin.

The President had fuller conversations with Mr. Patolichev on Anglo-Soviet trade. The Ministers noted with satisfaction that trade in both directions had increased substantially since the Anglo-Soviet Five-Year Trade Agreement was signed in 1959. They agreed that a new impetus was needed to continue the expansion and expressed the view that both sides should take practical steps to achieve this aim. A number of proposals were put forward by both sides. In particular they discussed the possibility of large Soviet orders for British firms and the expansion of Soviet exports to the United Kingdom. It was agreed that these questions would be considered further.

Since the Anglo-Soviet Five-Year Trade Agreement is due to expire in June 1964, the Ministers agreed that negotiations should take place in London early next year for its renewal. Mr. Erroll invited Mr. Patolichev to come to the United Kingdom for this purpose.

The Ministers also exchanged opinions on the forthcoming United Nations Conference on Trade Development. They agreed that the Conference can have great significance for the developmnt of world trade and expressed their readiness to collaborate in the preparatory work and the successful conduct of the conference.

Mr. Alan Green to Visit Far East

MR. ALAN GREEN, Minister of State, Board of Trade, is to visit the Far East in the latter half of October. He will be in Japan from October 15 to October 23. This will be his second visit to Japan. The purpose of the visit is to enable the Minister to examine the prospects for British exporters, to see something of recent industrial developments in Japan, and to exchange views on trade matters with Japanese Ministers and industrial leaders. On leaving Japan the Minister will spend a few days in Hong Kong to bring himself up to date on developments there, including prospects for British traders. He will leave Hong Kong for London on October 26.

Mrs. Green will accompany the Minister on his tour.

United Kingdom to Foster Two-way Trade with Chile

—Lord Derwent

'AS A great trading nation we recognize that trade is a two-way business and we intend to foster not only the increase of our exports but also the increase of imports from Chile. As a market for your exports we take second place only to the United States. As suppliers of imports to Chile we hold fourth place and hope, with your help, to improve on this.' This was said by Lord Derwent, Minister of State, Board of Trade, when he spoke at the Independence Day luncheon of the Anglo-Chilean Society in London on September 18.

Continuing, Lord Derwent said that in recent years Britain had taken two major steps to help the Chilean authorities. After the disastrous earthquake in 1960 we offered a loan of £2 million to their Government to assist them in making good the damage. We admired the courage and determination with which they faced the great and unforeseen difficulties suddenly confronting their economy. Then early this year the Chancellor of the Exchequer announced that, in order to help industries in this country which had surplus capacity, special arrangements would be made for a loan of £10 million for the purchase of such goods. 'I am very glad that the first loan offered under these arrangements should have been one of £1½ million to the Chilean authorities. In considering the purchases to be made under this loan we have had the utmost help and co-operation from your Ambassador in London and are much indebted to him. We are glad to learn that, in order to expand your trade with Europe, you are proposing to set up a trade office in Paris this year'.

Another way in which we could foster closer relations and the progress of industrialization in Chile was through technical assistance, added the Minister. A survey of the possibility of establishing a PVC industry in Chile was likely to be undertaken shortly by a British firm. We hoped also to participate in schemes for educational developments such as the Anglo-Chilean Centre for skilled workers at Valparaiso for which we intended to supply equipment.

Mr. David Price to Visit Italy

MR. David Price, Parliamentary Secretary, Board of Trade, will pay an official visit to Italy from September 30 to October 4. The main aims of his visit are to meet Italian and resident British businessmen to discuss Anglo-Italian trade and means of expanding it; and to study the Italian approach to the distribution of industry, with particular reference to the problem of the development of the South.

The Parliamentary Secretary's tour will begin in Naples and he will then go to Rome on October 1, where he will meet Italian Ministers. Discussions will be held in both cities with Government and other organizations, including those concerned with developments in the South. He will visit the Latina Nuclear Power Station on October 2.

On Friday, October 4, the Parliamentary Secretary will speak at a luncheon given by the British Chamber of Commerce in Milan, and later that day visit the Machine Tool Exhibition in Milan.

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Encouraging Progress of British Economy

—The Chancellor of the Exchequer

THE BRITISH economy is now making encouraging progress,' said Mr. Reginald Maudling, Chancellor of the Exchequer, when he spoke at the Rotary Club of London luncheon on September 18. 'Evidence of this multiplies daily. In my Budget Speech I gave as our objective "expansion without inflation, expansion that can be sustained". This has been misrepresented as a policy of "slow but steady". We do not want to proceed slowly, we want to proceed and expand as fast as we can without running again into balance of payments problems and a stop and go sequence.'

The Chancellor said that evidence of progress could be found both in the statistics and in the confidence of businessmen. Business morale had been strengthening and businessmen's judgment of their future prospects steadily improving. This had been supported by a series of good company reports. This psychological evidence was borne out by the recent figures. Production was rising well. The index of production for July, just published, confirmed this. The latest figures from the steel industry and from the construction industry told the same story, and we had little doubt that further evidence would point in the same direction. The trade figures for August were excellent. 'When disappointing figures have been published I have often said that it is wrong to base too much on one month's results, and I must not make that mistake myself when we get a very good figure. But if we look at the underlying trend, which is what matters, there is no doubt that British exports are expanding very well. Exports for the last three months are over 7 per cent higher than in the corresponding months of 1962. This reflects growing efficiency, enterprise and competitiveness and is a great tribute to all engaged in British industry.'

Continuing, the Chancellor said that prices had remained remarkably stable and sterling had been strong. The index of retail prices had shown virtually no change this year: this at a time when prices on the Continent, for example, were rising rapidly. The balance of payments position was sound and the latest returns for our gold and dollar reserves at the end of August were definitely good. 'I think we can reasonably say, therefore, that we are in a period of substantial expansion combined with stable prices and a strong pound. This of course, does not mean that there are not weak spots. The machine tool industry, for example, is going through a difficult time. Private investment in manufacturing industry has been lagging but here there is evidence of a recent improvement in the trend. There is still real cause for concern about the unemployment situation in the development districts. The measures taken in the Budget and since undoubtedly offer a very powerful inducement to businessmen to expand in these parts of the country. There is a good deal of evidence, from the inquiries reaching the Board of Trade and from applications for industrial development certificates, that the pace of investment in these areas is quickening, but it takes a long time and we must all feel impatient for more rapid progress. In the meantime the loans offered to the shipbuilding industry are having a marked effect on the prospects for shipbuilding and marine engineering which are so important in Scotland, the North-East, Merseyside and Northern Ireland.

'When we look at the NEDC targets in the light of these recent developments the conclusion is a clear one. It is "Britain can do it". We can expand at this rate with all the benefits it will bring to our people. We can do it with stable prices and a strong pound. The prospects for the growth of demand at home with tax reductions and rising Government expenditure are good. World trade conditions seem at present to be still expanding. Export trade upon which we depend so much is going well. But the lesson to be learned from this is that the condition of success is that our goods remain competitive. Because we have controlled our costs, because we have become more competitive at home, because the rise in incomes has been restrained we are able to sell more and more overseas. But the prospects of expansion without inflation will clearly be undermined if incomes start once again to rise too fast. Britain can do it if we all have the will to see that it is done. This means that we still need a measure of restraint, a difficult thing, I know, for any Chancellor to call for, but the evidence is now increasingly before our eyes of what can be done if we have the will, the restraint and the determination to work together in the national interest,' he said.

Chancellor Introduces White Paper on Aid to Developing Countries

INTRODUCING THE White Paper (Cmnd. No. 2147) 'Britain's Economic Aid to Developing Countries' (see *Board of Trade Journal*, September 20, page 617) at a Press conference on September 17, Mr. Reginald Maudling, Chancellor of the Exchequer, said that its purpose was to provide a comprehensive account of our current efforts in overseas aid and an outline of what has happened in the three years since the last White Paper on the subject. 'Though it contains some reference both to the international scene – and aid is very much an international effort now – and to the resources made available from British private investment overseas, it is primarily concerned with aid provided by the United Kingdom at public expense', he said.

Financial aid extended by the United Kingdom to help developing countries has doubled in five years. The 1961-1962 figure was 160 million: in 1962-63 it was slightly less only because recipient Governments were unable to utilize at once the funds committed. Committed funds for the current year 1963-64 are higher and it is expected that actual disbursements may be in the range of £180-£220 million. About one-half of total aid is in the form of grants and the other half loans.

The White Paper describes the way aid funds are disbursed and to which countries. Commonwealth countries take the major portion but a number of foreign countries receive United Kingdom aid. About 10 per cent of the total is provided through international agencies.

The White Paper gives details of particular projects where capital assistance is being supplied. It also reports on technical assistance which accounts for 15 per cent or so of the total and is spent on education, technical training and research.

'Overseas aid can at no time be painless . . . . I do not believe that if aid were painless it would be so meaningful,' said the Chancellor. He councluded: 'We must recognize that overseas aid is a great and growing burden on our resources. Our reaction should not be, and never has been, to cut back on the aid but rather to regard this as a source of inspiration in our efforts to expand our own economy and so increase the level of our aid achievement.'

Lord Hailsham to Open N.E. Tourist Conference

LORD HAILSHAM, Minister with special responsibility for the North East, will officially open the one-day North East Tourist Conference at Durham on November 19 (see *Board of Trade Journal*, September 13, page 553). The meeting will be under the chairmanship of Lord Mabane, chairman of the British Travel and Holidays Association.

The conference will review the tourist attractions and resources of the region and discuss the future development of existing information and publicity services, together with accommodation, transport, shopping, entertainment and other visitor requirements.

Reports on the Safety of Drugs

MR. J. ENOCH POWELL, Minister of Health, has announced that he and his colleagues, the Secretary of State for Scotland and the Minister of Health and Local Government in Northern Ireland have been informed by the Committee on Safety of Drugs, under the chairmanship of Sir Derrick Dunlop, that it will start on January 1, 1964, to assess reports on toxicity tests and clinical trials of new drugs. Preparatory work has already started. The Association of the British Pharmaceutical Industry and the Proprietary Association of Great Britain have undertaken not to submit a new drug for clinical trial or to market a new drug after that date against the advice of the Committee. The two Associations are inviting manufacturers outside their membership to give a similar undertaking.

The Committee has issued a memorandum giving details of the information it requires from manufacturers and other persons developing or proposing to market drugs in the United Kingdom. Any firms which have not received a copy may obtain this from the Secretary of the Committee, Alexander Fleming House, Elephant and Castle, London, S.E.1.

Citrus Fruit Discussions

THE CONSULTATIONS under Article XXII: 1 of the GATT about United Kingdom import restrictions on fresh grapefruit, canned grapefruit segments and orange and grapefruit juice, which had been convened at the request of the United States, took place from September 17 to 20 in London. Representatives of the United Kingdom and of Cyprus, Israel, Jamaica, South Africa, Trinidad and Tobago, and the United States (as parties having a substantial trade interest in the United Kingdom market) were present. The Colonial Office represented the interests of British Honduras and other British dependent territories. The GATT Secretariat was also represented.

In asking for the removal of existing quantitative restrictions the United States Delegation referred to various proposals which had been put forward from time to time for resolving the difficulties which the relaxation of the restrictions might create for the West Indies. The United Kingdom Delegation explained why it had been felt necessary in the interests of the West Indies to retain quantitative restrictions on these products after their justification on balance of payments grounds had ceased. The other countries represented emphasized the importance of the United Kingdom citrus market for their economies. There was a full and frank discussion of the issues involved and of various suggestions made. In accordance with Article XXII of the GATT the United Kingdom Government will now give sympathetic consideration to the representations made by the countries which took part. The delegations will report back to their Governments and the talks will be resumed towards the end of October.

List of Suppliers Being Drawn up for ESRO

THE EUROPEAN Space Research Organization (ESRO) is expected to come into formal existence at the end of 1963. It will aim at launching considerable numbers of vertical sounding rockets, and in due course small and large satellites and space probes, all for peaceful scientific purposes. The Organization will have establishments in five countries, notably a major Space Technology Centre at Delft in the Netherlands, and will be spending a substantial part of its resources (£108 million over the first eight years) on the purchase of supplies from manufacturers in member countries, including the United Kingdom.

Details of ESRO's programme and facilities are now being worked out by the European Preparatory Commission for Space Research, which is starting to compile lists of potential suppliers. The list issued by the Commission as a rough guide to the range of ESRO's initial requirements will be published in next week's *Board of Trade Journal*.

Firms wishing to be placed on the list of potential suppliers are asked to send to the Preparatory Commission, by October 22, the details requested in a questionnaire which will also be published in next week's *Board of Trade Journal*.

All correspondence or inquiries should be addressed directly to the European Preparatory Commission for Space Research, 36 rue la Perouse, Paris 16e, France.

Inquiry on Decimal Currency

The Report of the Committee of Inquiry on Decimal Currency, under the Chairmanship of Lord Halsbury, has been published as a White Paper (Cmnd. 2145). The members of the Committee were: Professor R. G. D. Allen, Mr. V. N. Ely, Dame Anne Godwin, Mr. J. M. A. Smith, and Mr. R. G. Thornton. The Secretary was Mr. N. E. A. Moore and the Assistant Secretary Mr. J. D. Rimington. Copies: H.M. Stationery Office. Price 15s.

EFTA Bulletin

The Swiss Minister of Commerce, Dr. Hans Schaffner, has contributed the editorial to the August/September issue of the 'EFTA Bulletin'. Also included are articles on EFTA's programme for removing import quotas on industrial goods, the development of Scandinavian electricity supply links and Norway's canning industry. Copies of the Bulletin may be obtained free from Publications Division, Central Office of Information, Hercules Road, London, S.E.1.

Assistance for the Development Districts

THE BOARD OF TRADE have published a new version of their booklet 'Expanding Industry' which describes the various forms of assistance available under the Local Employment Acts for projects which create employment in the development districts.

The Board of Trade's recent publication 'Room to Expand' gives a comprehensive description of the advantages for industrialists and others of setting up in these districts. The revised booklet 'Expanding Industry' describes in detail the different types of assistance for which industrialists and others can qualify – factories, grants and loans – and how to apply for them. Copies of the booklet are available free of charge at the Board of Trade in London and at the Board of Trade Regional Offices throughout the country.

Imports of Some Jute Manufactures

AS ALREADY ANNOUNCED (see *Board of Trade Journal* dated August 16, 1963, page 329), certain changes are being made in the import arrangements for jute goods. The Board of Trade, in Notice to Importers No. 1047 dated September 26, 1963, give further details of these new arrangements. The Notice relates only to heavy bags, common sacking and woolpacks hitherto imported by the Jute Control from India and Pakistan but now to be returned to private trade. The precise definitions of these categories of goods are as follows:

Common sacking

Fabrics, made wholly of jute, weighing not less than 16 oz. per square yard and having either a warp of pairs of single yarns not exceeding 13 pairs to the inch and a weft of single yarns not exceeding 9 to the inch *or* a warp of single yarns not exceeding 13 to the inch and a weft of pairs of single yarns not exceeding 9 pairs to the inch, but not single threads both warp and weft.

Heavy bags of common sacking

Of fabrics, made wholly of jute, weighing not less than 16 oz. per square yard and having either a warp of pairs of single yarns not exceeding 13 pairs to the inch and a weft of single yarns not exceeding 9 to the inch *or* a warp of single yarns not exceeding 13 to the inch and a weft of pairs of single yarns not exceeding 9 pairs to the inch, but not single threads both warp and weft.

Woolpacks

Woolpacks, being receptacles consisting of four side panels and a bottom panel assembled by sewing, and a top panel secured along one edge only, weighing not less than 8 lb. and not more than 11¼ lb. per pack, made of fabric wholly of jute having a warp of pairs of single yarns not exceeding 9 pairs to the inch and a weft of single yarns not exceeding 9 to the inch or a warp of single yarns not exceeding 9 to the inch and a weft of pairs of single yarns not exceeding 9 pairs to the inch.

Licences to import goods within the above categories from any source outside the Eastern Area, comprising Albania, Bulgaria, Czechoslovakia, Germany (Soviet Zone), Hungary, North Korea, North Vietnam, Outer Mongolia, the People's Republic of China, Poland, Roumania, Union of Soviet Socialist Republics, for arrival in this country on or after December 15, 1963, will be issued to applicants providing evidence of purchase or the placing of contracts. A covering letter should confirm that the order or purchase covers only goods within the definitions set out in this Notice. Separate applications should be made for each category from each source.

Applications should be made on form TIP/A and be addressed to the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. Page 1 of the form should be completed; on page 2, the quantity should be stated in cwts. for all categories together with yardage for common sacking and dozens for heavy bags and woolpacks; on page 3 and copies, the applicant's name and address, the country of consignment and the country of origin should be entered but no other information.

Correction to Finland – EFTA Communiqué

AN ERROR IN transmission occurred in the publication of the communiqué of the Finland-EFTA Association in the *Board of Trade Journal* of September 20. The sentence on page 617, column 2 tenth line from the bottom, should read: 'Thus, from December 31, 1966, Finland's exports to her seven partners will meet with no tariff barriers'.

Application for Temporary Exemption from Import Duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by October 11.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.06	2:2-Di-(*p*-hydroxyphenyl) propane having a freezing point not less than 154·5° centigrade and having a colour less deep than 2 Gardner units when heated to 170° centigrade.	2:2-Di-(p-hydroxyphenyl) propane.	December 31, 1964	T/2348
70.10	Carboys having a capacity of not less than 5 gallons.	Glass carboys . .	December 31, 1964	7216

Application for Drawback of Duty on Imported Almonds Used in Some Exported Products

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on imported almonds, shelled but not further prepared when used in the following products for exports:

(a) preparations for the manufacture of cakes and/or confectionery; and

(b) cakes.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff Division, Horse Guards Avenue, London, S.W.1, not later than October 3, 1963.

Growth, Change and Planning Conference

A TWO day conference, the theme of which is entitled 'Growth, Change and Planning' is being organized by the Town and Country Planning Association. The conference will open on November 12 at Church House, Great Smith Street, London, S.W.1 when delegates will discuss economic planning and town and country planning, and employment location policy and the conditions for growth. On the second day subjects to be discussed will be—social change and town development, and technological change and the future environment.

Inquiries concerning the conference should be addressed to the Director, TCPA, 28 King Street, London, W.C.2.

New Television Factory for Cornwall

THE BOARD OF TRADE South Western Regional Office announce the allocation to Rank-Bush Murphy Limited of the Board of Trade factory on the Carn Brea Industrial Estate, Pool, Camborne, Cornwall, for the manufacture of television components and assemblies. The company hope to take the premises over in a matter of weeks, subject only to final negotiation on the lease.

The project is expected to provide employment for 500 men and women. The factory, which will operate as a satellite of the Rank-Bush Murphy radio and television factory in Plymouth, will greatly improve and diversify employment opportunities in West Cornwall.

IADB – Parallel Financing of Projects in Latin America

THE INTER-AMERICAN Development Bank is seeking co-operation, particularly from Britain and other European countries, in the financing of major development projects in Latin America. This might take the form of 'parallel financing'—the provision of parallel but distinct loans for a single development project, one loan being made by the IADB out of its own funds, and one being provided by another lender, either directly or through 'supplier credit.' Exporters may therefore find that IADB invitations to tender require the exporter to offer credit for a part of the price on specified terms, the remainder to be financed from an IADB loan and from local resources.

The Export Credits Guarantee Department has said that it is prepared to consider applications for cover from UK firms wishing to tender, provided that the cover needed falls within the range of its existing facilities and that underwriting requirements are met. Firms wishing to tender for any such contract should consult ECGD at an early stage.

IADB was established at the end of 1959 to accelerate the social and economic development of the Latin American countries. All the Latin American republics except Cuba are members, as well as the United States which is the largest source of its funds.

More Overseas Visitors to Britain in July

MORE THAN 411,380 overseas visitors came to Britain in July – 13 per cent more than in the same month last year, reports the British Travel and Holidays Association. The July arrivals brought the total number of tourists from abroad during the first seven months of this year to 1,274,270, which was a rise of 10 per cent on the period.

Visitors from the United States in July numbered 93,350. This was an increase of 18 per cent on July last year, and brought total United States arrivals in the period January-July to 299,570 – a rise of nine per cent.

The numbers of visitors from Europe in July rose by 12 per cent to 240,190, bringing the total for the first seven months of the year to 631,345, which was an increase of 12 per cent. European countries recording the highest percentage increases in July were Sweden (22), Switzerland (20), Italy (18), Holland (17), Denmark (17), France (10), Germany (8), and Belgium (8).

Commonwealth visitors in July are estimated to have numbered 56,000, compared with 53,000 in the same month last year.

Fifty Countries to See Film 'A Touch of Scotland'

CAMERA TEAMS are now at work in Scotland shooting a new tourist film which will be shown in 50 overseas countries. The film – 'A Touch of Scotland' – is being sponsored by the British Travel and Holidays Association and The Distillers Company Limited, in co-operation with the Scottish Tourist Board, and will feature in colour many of the most attractive aspects of the Scottish scene and Scottish life. They include the Edinburgh Military Tattoo, the Common Riding at Selkirk, Highland Games, the Royal Highland Show and the traditional methods of making Scotch whisky, Scotland's greatest export industry.

The film which is being produced for the sponsors by Films of Scotland and Anvil Films (Scotland) Ltd., will be released next year and distributed throughout the world in more than eight different languages. It is expected that the film will be seen by 400 million people during the next five years.

Fife Factory to Extend Premises

HUGHES INTERNATIONAL (U.K.) LTD., manufacturers of semiconductor devices for the electronics industry, are planning extensions to their plant at Glenrothes, Fife, Scotland, that will double present output; and increase the staff by another 150 – bringing the labour force up to nearly 500.

The extension – to be built by the Glenrothes Development Corporation – will add another 14,000 square feet to the plant, and this will increase the production area itself by another 10,000 square feet.

The Economy — Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown at £ million			
Value in base year, £m.	20,030	—	16,029	15,271	15,271	9,095	3,493	922	699	591	1,205				
1958	100	100	100	100	100	91	100	100	100	100	100	+100	+ 37	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109	+174	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	124	129	114	+592	+520	+48	+37
1961	111	114	121	115	110	100	128	130	132	136	122	+297	+230	+36	+ 4
1962	111	115	126	120	112	101	126	115	124	139	127	+ 96	+ 42	— 4	+40
1961 4th Quarter	111	114	123	116	110	100	127	130	129	139	118	+ 37	+ 45	— 5	— 7
1962 1st Quarter	109	114	124	117	110	100	126	124	121	135	127	— 4	— 4	—10	+13
2nd Quarter	112	115	125	121	112	100	127	119	127	141	127	+ 48	+35	— 6	— 8
3rd Quarter	111	116	126	121	112	101	127	109	126	146	126	+ 50	+18	+13	+10
4th Quarter	111	115	128	122	113	101	124	108	121	134	129	+ 2	— 7	— 1	+25
1963 1st Quarter	109	112	128	121	112	101	113	99	120	97	121	— 19	+ 56	—15	— 3
2nd Quarter		117				102		104*	122*				— 4*	+19*	— 3*
1963 February	..	113	..	..	..	100	..	..	..	..	..	..	..	..	..
March	..	116	..	..	..	102	..	..	..	..	..	..	..	..	..
April	..	116	..	..	..	101	..	..	..	..	..	..	..	..	..
May	..	118	..	..	..	103	..	..	..	..	..	..	..	..	..
June	..	118	..	..	..	102	..	..	..	..	..	..	..	..	..
July	..	120*	..	..	..	103	..	..	..	..	..	..	..	..	..

	ORDERS		PRICE AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of Index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	−113	..	136	—49	..	100	100	+329
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+114
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—308
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 72
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 67
1961 4th Quarter	120	104	116·6	+4·3	103·4	119·6	132·3	339	+ 77	+49	175	—61	—32	115	115	— 1
1962 1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 19
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 31
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 19
4th Quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 36
1961 1st Quarter	117	100	121·4	+3·1	103·6	121·4	139·4	627	+136	+42	113	— 7	— 5	120	123	+ 59
2nd Quarter	121*	104*	122·1	+1·6	104·2*	121·8*	140·8	504	—123	—58	147	+34	+33	127	127	
3rd Quarter								428*	—76*	—34	157*	+10*	+ 6			
1963 February	118	100	121·7	+3·5	103·4	121·5	139·4	647	+ 42	+ 2	110	+ 2	+ 6	122	121	..
March	117	100	121·8	+3·1	103·7	121·6	139·6	628	— 19	—19	122	+12	+10	123	132	..
April	120*	101*	122·2	+2·1	104·0	121·7	140·5	553	— 75	—20	138	+16	+14	124	121	..
May	122*	105*	122·1	+1·7	104·2	121·8	140·9	506	— 47	—23	146	+ 8	+ 9	126	129	..
June	123*	104*	122·1	+1·0	104·5*	121·8*	141·0	454	— 52	—33	158	+12	+13	128	130	..
July	123*	103*	121·4	+0·8	104·4*	122·0*	141·3	424	— 30	—15	160	+ 2	+ 3	134	128	..
August			121·0	+1·3	104·3*	122·0*	141·4	430	+ 6	+10	153	— 7	— 9	127	133	..
September								430*	nil*	+11	158*	+ 5*	— 7			..

†NOT seasonally adjusted. *Provisional.

Index of Industrial Production for July

THE PROVISIONAL INDEX of production for July, prepared by the Central Statistical Office, is 120 (seasonally adjusted). The figures indicate that industrial production, having recovered from the setback of the winter, has continued to expand. In the two months June-July the index for manufacturing industries was three per cent higher than in April-May. The improvement in these industries was fairly widespread.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Manufacturing industries: Total all manufacturing industries	Food, drink and tobacco: Total	Food	Drink and tobacco	Chemicals and allied industries: Total	Coke ovens, oil refineries etc.	General chemicals etc.	Engineering and allied industries: Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1959	105·1	97	106·0	104	102	107	111	107	111	105	105	94	109	100
1960	112·5	94	114·6	107	104	112	122	117	123	112	114	85	118	112
1961	113·9	93	114·8	110	107	116	124	122	125	113	121	86	109	105
1962	115·0	95	115·3	112	110	116	129	120	130	115	123	87	111	101
Unadjusted:														
1962 1st Quarter	117	99	116	108	108	107	129	119	131	117	124	88	117	102
2nd Quarter	117	97	118	116	112	124	130	118	132	118	125	89	117	103
3rd Quarter	110	86	110	110	108	113	126	121	126	108	117	85	101	97
4th Quarter	117	99	118	115	113	119	131	122	133	116	127	84	110	103
1963 1st Quatter	115	97	116	108	109	106	134	120	137	118	126	80	118	106
2nd Quarter	119	98	120	118	112	129	140	127	142	119	124	78	124	107
1963 May	122	104	123	120	115	130	141	127	143	122	126	79	130	111
June	119	94	122	122	114	136	141	128	143	123	131	78	126	105
July (Prov.)	112	86	113			128	133	119	135	111	122	77	101	
Seasonably adjusted:														
1962 1st Quarter	114	94	114	112	109	116	125	118	126	114	122	87	110	99
2nd Quarter	115	95	115	112	110	115	128	118	129	115	124	88	111	101
3rd Quarter	116	96	116	112	111	114	131	122	133	117	124	87	111	104
4th Quarter	115	96	116	113	110	117	131	121	133	114	122	84	114	101
1963 1st Quarter	112	93	114	112	110	115	131	120	132	115	125	79	112	102
2nd Quarter	117	96	117	114	111	120	138	128	140	116	123	78	117	105
1963 February	113	93	114	110	110	111	130	119	131	116	125	79	115	103
March	116	97	116	114	111	119	133	118	135	116	127	76	111	104
April	116	96	116	113	108	120	139	127	140	112	117	76	115	106
May	118	97	118	113	111	116	137	128	138	117	126	78	118	103
June	118	95	119	117	114	124	139	129	141	117	125	78	119	105
July (Prov.)	120	95	121			122	140	118	144	120	128	79	125	
February-April (av.)	115	95	115	112*	110*	117	134	121	135	115	123	77	114	102*
May-July (av.) (Prov.)	119	96	119	114*	111*	120	139	125	141	118	126	79	121	105*

	Manufacturing industries (continued): Metal manufacture: Total	Ferrous	Non-ferrous	Textiles, leather and clothing: Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Bricks, pottery, glass, etc.: Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1959	104	104	107	107	106	103	111	106	107	106	112	107	108	106	103
1960	121	121	123	113	110	102	120	118	120	116	114	119	120	111	110
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
Unadjusted:															
1962 1st Quarter	111	111	115	112	106	102	125	124	126	120	104	122	118	118	145
2nd Quarter	112	111	116	106	103	97	113	130	132	126	113	126	122	123	113
2nd Quarter	101	100	107	104	98	89	118	122	127	115	113	113	115	124	102
4th Quarter	109	107	117	113	112	99	117	127	129	123	114	128	121	117	139
1963 1st Quarter	109	107	119	111	108	101	118	116	111	122	90	123	122	100	162
2nd Quarter	112	111	118	110	108	98	115	127	129	123	113	129	125	124	117
1963 May	113	112	119	111	113	103	110	132	132	133	114	134	126		120
June	113	111	122	110	107	100	118	126	134	113	121	127	129		104
July (Prov.)		99		103	100	87	111		128		117	119			102
Seasonally adjusted:															
1962 1st Quarter	107	106	112	108	104	98	115	124	126	120	111	117	115	120	124
2nd Quarter	108	107	113	107	104	97	111	127	129	124	113	123	119	122	124
3rd Quarter	110	109	115	109	104	96	120	126	130	121	113	124	120	123	124
4th Quarter	108	106	114	110	106	96	118	125	129	119	108	125	119	117	127
1963 1st Quarter	105	103	116	108	106	97	112	116	112	123	96	119	123	101	138
2nd Quarter	108	107	115	110	108	98	116	124	125	121	113	126	122	123	128
1963 February	107	105	116	106	105	96	109	115	108	125	90	117	124		145
March	107	104	118	110	107	98	117	119	118	121	96	120	125		127
April	107	106	113	108	106	98	113	122	122	122	112	125	122		130
May	107	105	115	110	109	99	112	126	125	127	110	126	119		129
June	110	108	117	112	109	99	123	124	129	114	117	128	124		124
July (Prov.)		113		110	107	94	118		128		117	132			126
Feb.-April (av.)	105*	105	116*	108	106	97	113	116*	116	123*	99	121	123*		134
May-July (av) (Prov.)	108*	109	115*	111	108	97	118	124*	127	121*	115	129	122*		127

*Latest available three months (April-June) and previous three months (January-March)

Orders, Deliveries, Production and Exports in the Engineering Industries in July

THE FIRST ESTIMATES for July indicate that net new orders received by industries producing engineering and electrical goods (Order VI of the Standard Industrial Classification) and locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification) were 15 per cent higher than a year earlier. Due to differences in the timing of holidays from year to year direct comparisons between statistics of deliveries and net new orders in July with those of a year earlier may be misleading. The full effect of holiday losses cannot be assessed until the August figures are available. New export orders recorded in July increased by 5 per cent compared with a year earlier and deliveries were 4 per cent higher. Revised figures now available for the second quarter show increases in new export orders and export deliveries of 16 per cent and 5 per cent on the comparable period in 1962. The small change in export orders on hand during the month is not regarded as significant. New home orders continued to rise in July when they were a fifth higher than in July 1962; the latest figures for the second quarter show a rise of 13 per cent on a year earlier. Home deliveries in July were 4 per cent higher than a year earlier. Home order books showed no change over the month.

It is provisionally estimated that production in the engineering and electrical goods industries in July was 3 per cent higher than in July 1962. In the first six months taken as a whole production was unchanged from a year earlier. In this period output in the mechanical engineering sector decreased but electrical engineering continued to expand.

More detailed statistics of output in the engineering and electrical goods industries in the second quarter of this year are now available and the value of deliveries of certain mechanical and electrical products are given in Table 3. In the mechanical group deliveries of agricultural machinery, industrial engines, contractors' plant and office machinery were higher than in the same period of 1962. Among the industries where deliveries were reduced were metal-working machine tools, textile machinery, mechanical handling plant, steel and non-ferrous metal rolling mills and chemical plant. Deliveries of electrical machinery were generally higher, particularly domestic electric appliances and electrical equipment for motor vehicles, cycles and aircraft.

An account of the statistics of deliveries, orders on hand and net new orders in Table 1 for the wider group of engineering and allied industries with definitions of the industries covered was published in an article in the *Board of Trade Journal* on July 22, 1960 (page 182). A description of the scheme of engineering statistics with details of the basis and scope of the statistics in Tables 2 and 3 and definitions of the industries covered appeared in an article in the *Board of Trade Journal* on May 8, 1959 (page 1077).

Engineering Industries (a)

Table 1 — Index Numbers of the Volume of Orders and Deliveries (b)

	Total			Export			Home		
	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	88	100	100	93	100
1959	101	105	104	102	103	102	101	106	105
1960	117	123	114	119	122	111	117	123	115
1961	120	123	122	126	122	118	117	123	123
1962	115	120	123	129	128	126	109	117	122
1962 1st Quarter	121	130	125	130	137	124	118	128	125
2nd Quarter	120	122	125	129	124	127	117	121	124
3rd Quarter	119	115	117	129	118	119	116	113	116
4th Quarter	115	115	126	129	133	132	109	108	123
1963 1st Quarter	117	132	126	123	121	139	115	135	122
2nd Quarter*	123	139	124	127	145	134	121	137	120
1962 April	121	118	118	130	121	128	118	117	115
May	121	120	124	126	102	126	119	126	123
June	120	127	133	129	152	128	117	118	134
July	119	110	119	130	132	123	115	102	117
1963 April*	120	136	114	128	166	129	117	126	108
May*	122	140	125	128	135	135	120	142	122
June*	123	140	134	127	132	139	121	142	132
July*	123	126	123	128	139	128	121	122	121

* Provisional

(a) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(b) At constant (average 1958) prices. (c) Adjusted to allow for differences in the length of calendar months, but not for holidays or for other seasonal variations.

(Continued on next page)

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Engineering Industries (*Continued*)

Table 2 Engineering and Electrical Goods Industries (S.I.C. Order VI) Volume of Production, Exports and Orders on Hand

	Production (a)			Exports (c)	Orders-on-hand (end of period) (d)		
	Total	Mechanical engineering (b)	Electrical engineering		Total	For export	For home market
	1958 = 100			1961 = 100	December 1958 = 100		
1958	100	100	100	81	100	100	100
1959	105	103	110	82	101	102	101
1960	114	112	116	91	119	121	118
1961	121	122	120	100	122	127	120
1962	123	122	126	100	118	130	114
1962 1st Quarter	124	125	123	101	124	132	121
2nd Quarter	125	124	127	107	123	131	120
3rd Quarter	117	115	119	94	123	131	120
4th Quarter	127	123	134	101	118	130	114
1963 1st Quarter	126	123	131	111	121	124	119
2nd Quarter	124*	120*	130*	111	127*	129*	126*
1962 April	119	118	121		124	131	122
May	125	123	128		124	128	122
June	131	131	131		123	131	120
July	118	117	119		122	132	118
1963 April	114*	110*	121*		124*	130*	122*
May	126*	123*	133*		126*	130*	125*
June	131*	128*	137*		127*	129*	126*
July	122*	..	..		127*	130*	126*

* Provisional

(a) Adjusted to show changes in the average weekly rate of production, and eliminate the effect of variation in the length of calendar months, though not that of holidays and other seasonal factors.
(b) Including the scientific, surgical and photographic instruments, etc., and watches and clocks industries.
(c) Index of the value, at 1961 prices, of exports of goods of types made in the engineering and electrical goods industries.
(d) Index of the total value, at 1958 prices, of orders held in these industries.

(*Continued on next page*)

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Engineering Industries (*Continued*)

Table 3 **Deliveries of Certain Mechanical and Electrical Engineering Products (a)**

£ million

	1960 Year	1961 Year	1962 Year	1962 First Quarter	1962 Second Quarter	1963 First Quarter	1963 Second* Quarter
MACHINERY OTHER THAN ELECTRICAL:							
Agricultural machinery	40·9	49·0	49·5	12·3	14·3	12·3	16·0
Metal-working machine tools and welding machinery	111·7	135·6	145·9	37·8	36·7	36·1	32·0
Engineers' small tools and gauges	65·2	75·1	73·1	19·6	18·9	17·6	17·0
Industrial engines	81·5	88·4	80·0	20·8	17·9	20·7	19·9
Textile machinery and accessories	83·6	91·4	86·8	21·4	22·3	22·0	19·7
Contractors' plant and quarrying machinery	93·4	107·2	99·7	24·5	27·0	28·1	33·9
Mechanical handling equipment	86·9	97·5	107·2	26·3	28·1	26·2	24·1
Office machinery	65·7	71·6	72·2	17·0	18·0	20·7	19·0
Mining machinery	46·1	53·6	49·7	13·2	12·0	12·3	11·8
Refrigerating machinery	66·4	57·1	50·6	12·7	17·2	11·1	16·4
Space-heating, ventilating and air-conditioning equipment	43·0	52·4	57·7	14·0	14·0	13·7	13·3
Pumps and industrial valves	93·1	98·3	98·5	24·2	25·9	23·4	24·8
Air and gas compressors and exhausters	26·2	29·2	30·0	7·4	7·6	7·2	7·5
Food and drink machinery	37·3	41·3	42·3	10·2	10·6	9·7	9·3
Packaging machinery	16·6	19·3	22·2	4·8	6·0	5·6	6·1
Steel and non-ferrous metal rolling mills and ancillary equipment	28·6	25·9	38·1	12·3	9·8	6·7	4·8
Other machinery except electrical machinery	200·7	228·2	233·5	58·4	59·1	59·9	61·3
INDUSTRIAL PLANT AND FABRICATED STEELWORK:							
Water tube boilers	57·2	56·5	63·4	14·2	15·0	15·1	13·8
Shell boilers and boilerhouse plant	30·8	32·5	31·2	7·5	9·0	7·4	7·3
Chemical plant	44·4	63·8	61·4	16·3	16·2	13·0	12·7
Iron, steel and non-ferrous metal works plant other than rolling mills	26·2	34·1	31·1	8·7	7·3	6·3	7·5
Other industrial plant and fabricated steelwork	135·7	149·2	161·2	40·2	38·9	36·8	35·2
ELECTRICAL MACHINERY:							
Rotating electrical machines	134·2	140·7	141·6	34·5	38·9	34·2	32·5
Transformers for lighting, heating and power	43·0	48·5	53·9	13·1	12·2	12·5	13·0
Switchgear and control gear	115·8	131·0	134·1	33·2	33·8	33·7	34·0
Other electrical machinery	19·0	22·5	22·2	6·0	5·1	5·9	5·1
INSULATED WIRES AND CABLES	135·5	150·9	152·9	37·6	39·0	36·0	40·5
OTHER ELECTRICAL GOODS (except radio, telecommunications and other electronic apparatus):							
Domestic electrical appliances	130·4	137·7	144·0	31·6	32·6	36·6	36·6
Electrical equipment for motor vehicles, cycles and aircraft	63·6	58·8	65·9	16·1	17·4	18·0	20·2
Primary batteries	14·1	14·8	15·8	3·8	3·9	4·2	4·2
Secondary batteries (accumulators)	26·1	26·4	27·2	6·7	6·7	7·1	7·3
Electric lamps	22·5	25·4	25·6	6·7	6·0	6·6	6·0
Other electrical goods	85·4	91·4	87·1	22·2	21·4	22·0	23·3
SUB-CONTRACT SALES AND COMPONENTS NOT INCLUDED ABOVE	237·4	263·1	269·8	71·4	67·8	68·8	67·8
AMOUNT CHARGED FOR WORK DONE ON CUSTOMERS' MATERIALS AND REPAIR WORK	61·1	68·6	74·9	19·4	17·9	19·0	18·9

(a) Characteristic products of industries in Order VI of the Standard Industrial Classification, except the ordnance and small arms, scientific, etc., instruments, clocks and watches, telegraph and telephone apparatus and radio and other electronic apparatus industries. Agricultural machinery is included from January 1959 and the output of the other products made by the agricultural machinery manufacturers has been added to the 1959 figures.

Excluding deliveries by the smallest firms, estimated at about 2 per cent of the total.

In general, spare parts supplied by manufacturers of complete machines are included with these machines, but parts, other than those separately specified, supplied for assembly by makers of complete machines are included in the heading for sub-contract sales and components.

* Provisional.

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United Kingdom Trade in August

THE RAPID GROWTH in exports in the first half of this year has been well maintained in the summer months. The average of £345 million a month (seasonally adjusted) between June and August was 2 per cent more than in the period March-May, and 8 per cent more than in the second half of last year. Though the run of good figures for the past few months including that for August which exceeded the £350 million mark for the first time, could overstate the underlying rise, the absence of the usual sprinkling of less good months suggests that the upward trend is firmly based. The market analysis shows that a good part of the latest increase has come from a strong recovery in exports to North America, though there has been further growth in shipments to the EEC and the sterling area. Analysed by commodity, much of the recent rise has been in exports of chemicals, man-made fibre textiles, scientific instruments and sugar; exports of machinery and transport equipment (nearly half total exports) have been high but have not changed much since the spurt forward in the first quarter.

Imports also have continued to rise. In the last three months they were at a monthly rate of £406 million, 4 per cent more than in the three months March-May, and 8 per cent more than the average for last year. Four-fifths of the increase was in food imports, the value of which rose by 11 per cent; a large contribution was made by higher prices and quantities of sugar although prices were falling during the period, and there were increased imports of butter, cereals and feedingstuffs and fruit and vegetables. Imports of industrial materials rose by 5 per cent and although comparison with the previous three months, when imports of some raw materials were unusually low, may provide an over-estimate of the underlying trend, it is clear that imports of materials are now responding to the increased demand created by a higher level of industrial production. Imports of fuels fell sharply from the high level of the earlier months of this year but were still above the 1962 average.

The trade gap (the difference between the value of imports c.i.f. and exports and re-exports f.o.b.) has widened in the last three months to an average of £47 million per month, seasonally adjusted, compared with £39 million in March-May. This widening, reflecting the rapid growth in the value of imports, still owes something to the rise in sugar prices, which reached a peak in the Trade Accounts for June, and will not all be reflected in the balance of payments.

Exports

Exports by Area

The rise in exports during this year has been widely spread by market. In the last three months the increase in exports to North America has been outstanding, but much of this has been recovery from the depressed levels of the beginning of the year. The long fall in exports to Canada, which went on right through 1962, now seems to have flattened out, while shipments to the United States have rather more than recovered their level of the later part of last year.

Exports to the sterling area rose sharply in the first quarter of this year and have continued upward since. Exports to South Africa have risen particularly sharply, although the total for the last three months is lower than for the previous three months because of the inclusion of a large ship in the earlier period. Exports to the Irish Republic have also been strong.

Western Europe has been the fastest growing market for British exporters in recent years, and in the last three months there was a further 2 per cent rise. The rise in exports to EFTA has been slower over the past year, with most of the growth in the Swedish market; the high figure for August includes a ship valued at over £2 million delivered to Norway. Among EEC countries exports to Italy and France continue to grow rapidly, with further increases of 10 per cent and 5 per cent in the last three months, but exports to Western Germany and the Netherlands were somewhat lower. Shipments to other countries of Western Europe, especially Spain and Turkey, have been high in recent months.

Exports to Latin America fell very sharply in the second half of last year and have been recovering slowly since, but made no further progress in the last three months. Shipments to the Soviet Union and Eastern Europe fluctuate erratically but have been a good deal higher on average this year, though lower in the last three monhts T.here was a large increase in exports to Japan in the period June-August.

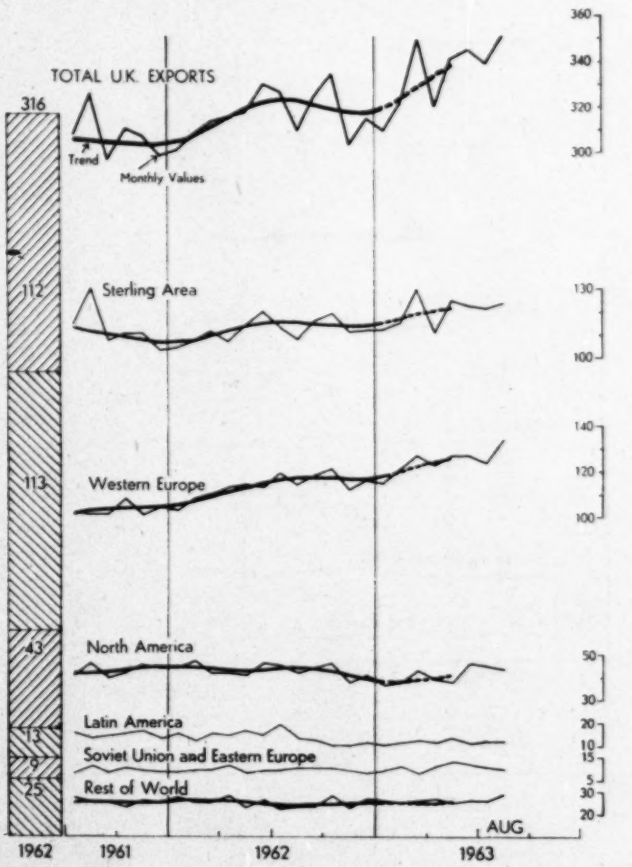
Commodity Pattern

In the first quarter of this year the rise in exports was mostly due to larger exports of machinery and transport equipment. Since then the further growth has been in the other half of British exports, including food and beverages, mineral fuels and lubricants, chemicals, textiles, scientific instruments and clothing.

Exports of industrial materials have played an important part in the recent growth. Chemical exports rose 5 per cent in the last

U.K. Exports: Areas

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



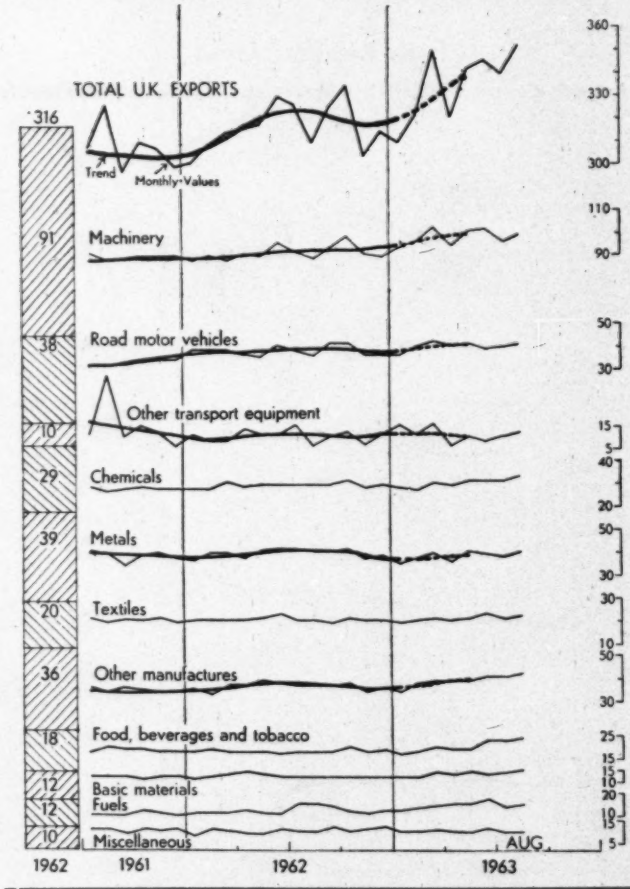
	1962			1963						
	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	Mar.-May	June-Aug.	June	July	Aug.
Sterling Area	114	112	114	119	119	122	124	123	122	124
Western Europe	113	117	116	121	126	126	128	127	124	134
Economic Community	60	62	62	65	69	68	70	72	68	71
Free Trade Assocn. (inc. Finland)	43	43	44	44	45	45	46	44	44	51
North America	43	44	41	39	41	40	45	46	45	44
Latin America	15	15	10	11	12	12	12	11	12	12
Soviet Union and Eastern Europe	9	10	9	9	12	11	11	12	11	10
Rest of World	26	23	26	26	26	26	27	26	26	29
Total	320	320	317	327	335	337	345	345	339	351

U.K. Trade in August *(Continued)*

three months, to a total 9 per cent more than in the last quarter of last year. Chemical elements and compounds, and plastics materials in particular, have shown a rapid growth. Exports of textiles, which tend to fluctuate rather sharply, have also been high recently. In the past three months they were 7 per cent higher than three months earlier, and at the highest rate for a number of years. The growth has been almost entirely in exports of man-made fibre yarns and fabrics. Exports of fuels were 5 per cent higher in the last three months, but may now be falling from the very high rates of mid-summer.

U.K. Exports: Commodity Classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months



	1962			1963						
	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	Mar.-May	June-Aug.	June	July	Aug.
Food, beverages and tobacco	18	18	19	18	21	20	23	23	23	24
Basic materials	13	12	12	13	14	14	14	13	14	15
Fuels	11	15	12	13	15	14	15	17	14	15
Manufactures	267	266	264	272	276	279	283	282	279	288
Machinery and transport equipment	140	139	140	150	146	150	148	148	146	151
Machinery	92	91	92	97	98	99	99	101	96	99
Road motor vehicles	37	38	37	39	40	41	40	39	40	41
Other transport equipment	11	10	10	14	8	10	10	8	10	12
Chemicals	29	29	29	29	31	30	32	31	31	33
Metals and misc. metal mfrs.	39	40	39	37	38	38	39	39	38	40
Textiles	21	20	20	20	21	21	22	23	21	22
Other mfrs.	38	37	36	37	40	38	42	41	41	42
Miscellaneous	10	11	11	11	10	10	11	12	10	10
Total	320	320	317	327	335	337	345	345	339	351

United Kingdom Trade

A. Recorded Values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1961	306·8	366·3	13·2
1962	316·0	374·4	13·1
1962 2nd Quarter	327·2	374·9	14·4
3rd Quarter	300·6	368·6	11·2
4th Quarter	325·4	378·8	14·3
1963 1st Quarter	332·6	381·3	13·3
2nd Quarter	343·6	397·5	13·3
1963 March	363·5	391·9	15·4
April	331·7	387·0	13·2
May	364·7	425·5	13·5
June	335·5	383·0	13·1
July	340·4	430·0	12·5
August	328·6	392·7	11·4

B. Seasonally Adjusted Values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1962 2nd Quarter	320	373	14
3rd Quarter	320	385	12
4th Quarter	317	374	14
1963 1st Quarter	327	375	12
2nd Quarter	335	395	13
1963 March	349	383	12
April	320	388	13
May	341	395	13
June	345	400	14
July	339	419	14
August	351	398	13
March-May	337	389	12
June-August	345	406	13
January-August	334	390	13

Exports of engineering products in total have been little changed in the last few months, after rising sharply in the first quarter of this year. In June-August shipments of electrical machinery were 3 per cent less than in the three previous months, when they had been particularly high, but this was offset by a small increase in non-electric machinery. Exports of professional, scientific and controlling instruments and of photographic and optical goods, which have risen rapidly this year, increased by a further 11 per cent in the last three months to make the average for this division about £6½ million per month. Exports of transport equipment were a little lower in the last three months as exports of cars did not quite maintain the very high level reached during the Spring.

The last three months saw a further large rise in exports of clothing, which has been concentrated in the EFTA countries. After a period of several years of little change, shipments of clothing and footwear have increased about 15 per cent in the last six months, though still small in absolute terms.

In the past three months there has been a large increase in the value of exports of food. Much of this has been in exports of sugar which have risen rapidly in volume as well as in price. Exports of beverages and tobacco have also more than made good a fall in the early part of the year when exports of whisky to the United States were low.

Imports

Commodity Pattern Imports

The value of food imports rose by 11 per cent between March-May and June-August, accounting for four-fifths of the increase in imports. The greater part of the increase was in sugar despite a fall in price in July and again in August. There was also a large

U.K. Trade in August (*Continued*)

increase (23 per cent) in imports of dairy produce, notably butter. Imports of cereals and animal feeding stuffs and of fruits and vegetables rose by 6 per cent in each case. Imports of meat fell by 4 per cent. Imports of tobacco were 3 per cent more: arrivals had been unusually low for some months up to March of this year.

Imports of industrial materials were 5 per cent more in June-August than in the previous three months, and 4 per cent more than in the final quarter of last year. Both semi-manufactures and basic materials contributed to the rise. Among basic materials part of the increase was in timber imports, which were 26 per cent up on the previous three months and 12 per cent up on the fourth quarter last year; imports of wool fell a little, but several other materials increased. Imports of semi-manufactures rose by 4 per cent in June-August. Among these, imports of chemicals continued to rise; in June-August there was an increase of 4 per cent, following a much sharper increase of 15 per cent in March-May, compared with the previous three months. (Exports of chemicals have also been growing rapidly this year.) Imports of other semi-manufactures rose by 4 per cent.

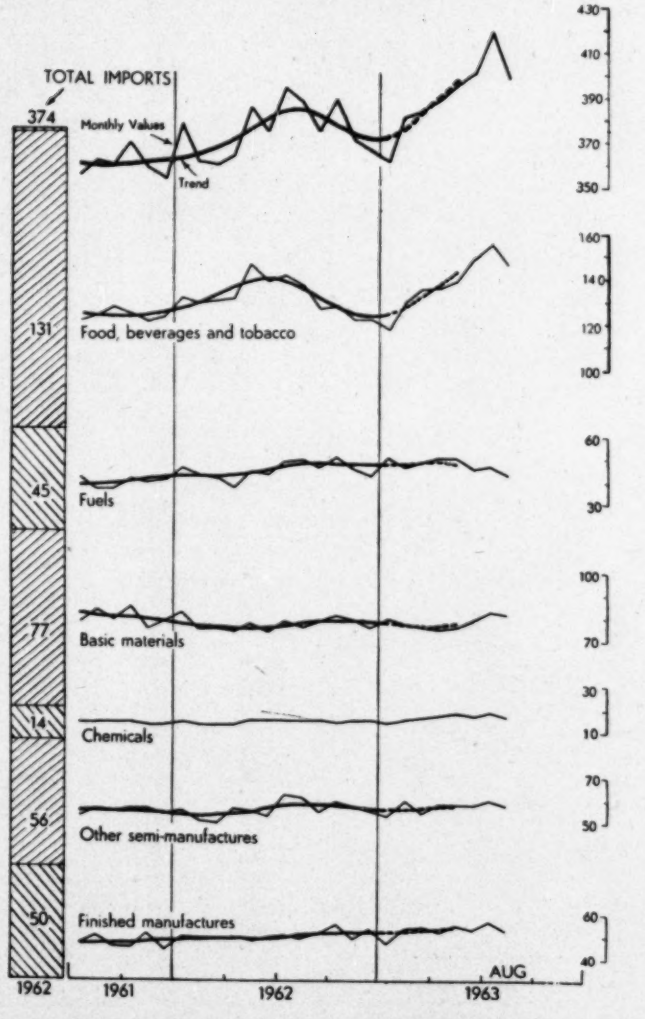
Following a high level of imports in the first half of the year, imports of fuels fell 8 per cent in the last three months to about 2 per cent less than in the final quarter of last year.

The steady increase in imports of finished manufactures continued with a rise of 1 per cent (seasonally adjusted) in the last three months. Imports of footwear and clothing rose sharply (by

(*Continued foot of next page*)

Imports: Commodity Classes

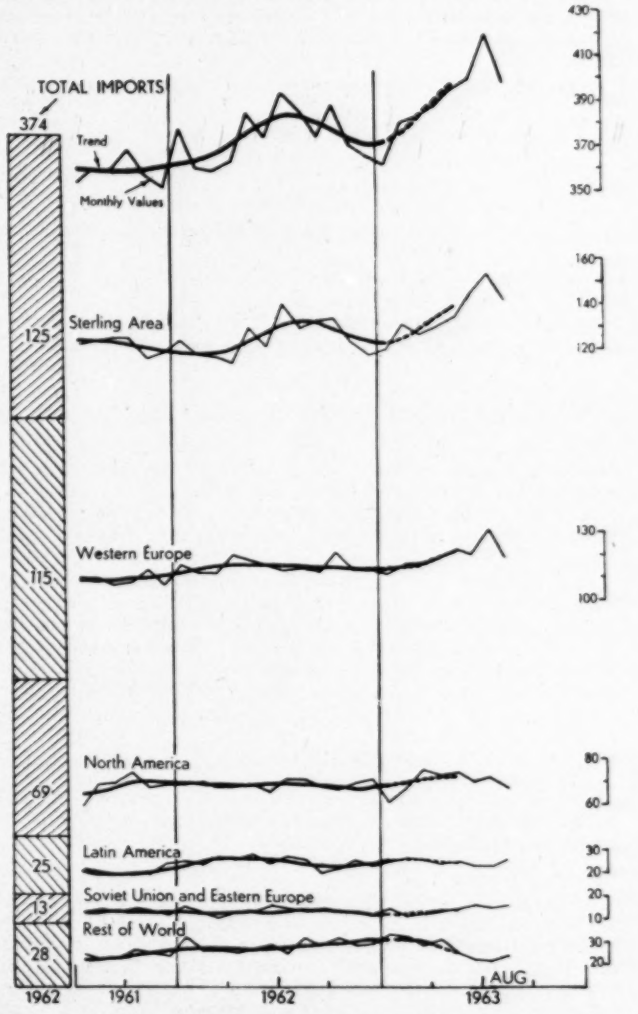
Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1962			1963						
	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	Mar.-May	June-Aug.	June	July	Aug.
Food, beverages and tobacco	138	134	123	126	141	136	149	148	155	145
Fuels	41	48	46	48	49	49	45	45	47	43
Basic materials	75	78	79	77	76	76	81	79	83	82
Chemicals	15	15	15	15	17	17	17	17	19	17
Other semi-manufactures	55	59	57	55	58	56	58	58	60	58
Finished manufactures	49	50	52	52	54	54	54	53	57	53
Miscellaneous	1	1	2	1	2	2	2	2	1	3
Total	373	385	374	375	395	389	406	400	419	398

Imports: Areas

Seasonally adjusted £ million c.i.f. monthly averages or calendar months



	1962			1963						
	2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	Mar.-May	June-Aug.	June	July	Aug.
Sterling Area	121	134	125	126	137	131	147	145	153	142
Western Europe	117	113	115	114	121	119	123	120	131	119
North America	68	70	69	68	72	74	70	70	72	68
Latin America	26	24	24	26	24	25	24	23	23	26
Soviet Union and Eastern Europe	13	13	13	12	15	13	16	16	15	16
Rest of World	26	28	29	31	26	28	23	22	22	24
Total	373	385	374	375	395	389	406	400	419	398

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Colours for April-June 1963.
Polishes for April-June 1963.
Synthetic Resins and Plastics Materials for April-June 1963.

Northern Ireland Index of Industrial Production

THE PROVISIONAL index of industrial production for Northern Ireland for July 1963, prepared by the Ministry of Commerce, is 111 (1958=100). This is twenty-two points lower than the index for June 1963 (July including the annual holiday period for a large number of firms) and two points lower than the index for July 1962.

The index numbers for the main industrial groups in July 1963, with the increase or decrease on July 1962, shown in brackets are: textiles 88 (+4 points); clothing 105 (+1); engineering and metals 97 (−9); food, drink and tobacco 117 (−2); timber and furniture 97 (no change); other manufacturing industries 189 (+18 points); construction 128 (−11); gas, electricity and water 114 (+12).

U.K. Trade in August (*Continued*)

12 per cent). There was also an increase of 10 per cent in imports of road motor vehicles, but imports are still small in absolute terms. Imports of machinery were unchanged.

Imports by Area

A sharp increase of 12 per cent in the value of imports from the sterling area was largely in the recorded value of imports of sugar from the West Indies and other producing areas, reflecting the higher world price and increased volume in the last three months. Total imports from Australia rose sharply (by 28 per cent), but there were marked reductions in imports from New Zealand and India. Imports from Western Europe rose by 4 per cent, with an increase of 9 per cent from the Common Market and a small increase from EFTA. Imports from North America fell by 5 per cent, with a 7 per cent fall from Canada and one of 3 per cent from the United States; these falls reflect the unusually high import figures recorded in March-May when arrivals included goods delayed by the United States dock strike earlier in the year. There was a sharp increase (18 per cent) in imports from the Soviet Union and Eastern Europe (partly timber) and an equally sharp fall in imports from the rest of the world.

Notes:

Seasonally adjusted figures for periods previous to those shown in the tables below the charts can be supplied. Application should be made to: The Board of Trade, Statistics Division (Seasonal Adjustment), Room D.53, Hillgate House, 35 Old Bailey, London, E.C.4.

Detailed particulars of United Kingdom imports, exports and re-exports were published on September 26*, and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for October†, due to be published on or about October 28.

* Accounts relating to Trade and Navigation of the United Kingdom, August 1963, H.M. Stationery Office, price 30s. 0d. (by post 31s. 0d.).

† Report on Overseas Trade, published by H.M. Stationery Office, price 3s. 6d. (by post 3s. 10d.). Annual subscription £2 6s.

Production of Cars and Commercial Road Vehicles in August

THE FOLLOWING table shows figures of production of road vehicles for periods up to and including August 1963, and exports of these goods as recorded in the Trade and Navigation Accounts. Both groups of figures cover complete vehicles (including unassembled vehicles for export) and chassis with engines for delivery as such.

Production

Number

	No. of weeks	Passenger Cars (including taxis)		Commercial Road Vehicles			
				Goods		Omnibuses, Coaches and Trolleybuses	
		Total	Weekly Average	Total	Weekly Average	Total	Average Weekly
1959	52	1,189,943	22,884	353,105	6,790	17,379	334
1960	52	1,352,728	26,014	438,924	8,441	19,048	366
1961	52	1,003,967	19,307	443,117	8,521	17,050	328
1962	52	1,249,426	24,027	408,514	7,856	16,590	319
1961 1st Quarter	13	218,003	16,769	119,745	9,211	4,895	377
2nd Quarter	13	283,666	21,820	120,087	9,237	4,423	340
3rd Quarter	13	245,217	18,863	99,849	7,681	3,766	290
4th Quarter	13	257,081	19,775	103,436	7,957	3,966	305
1962 1st Quarter	13	327,407	25,185	107,682	8,283	4,269	328
2nd Quarter	13	331,820	25,525	101,671	7,821	3,862	297
3rd Quarter	13	289,060	22,235	92,818	7,140	3,941	303
4th Quarter	13	301,139	23,165	106,343	8,180	4,518	348
1963 1st Quarter	13	382,203	29,400	97,431	7,495	4,985	383
2nd Quarter	13	420,896	32,377	96,589	7,430	4,607	354
1962 June	5	126,649	25,330	40,5e9	8,114	1,513	303
July	4	63,171	15,793	21,154	5,289	1,107	277
August	4	93,940	23,485	29,792	7,448	1,146	287
1963 June	5	165,077	33,015	38,633	7,727	1,894	379
July	4	94,101	23,525	24,346	6,086	1,211	303
August	4	103,664	25,916	22,633	5,658	917	229

Exports

Number

	Passenger Cars (including taxis)	Commercial Road Vehicles	
		Goods	Omnibuses, Coaches and Trolleybuses
1959	568,971	122,569	4,858
1960	569,889	139,134	6,391
1961	370,744	160,046	6,913
1962	544,792	140,728	7,413
1961 1st Quarter	85,219	48,357	1,976
2nd Quarter	93,672	41,231	1,695
3rd Quarter	87,464	35,846	1,464
4th Quarter	104,389	34,611	1,778
1962 1st Quarter	141,762	36,236	2,011
2nd Quarter	146,500	38,205	2,008
3rd Quarter	130,262	32,004	1,636
4th Quarter	126,268	34,283	1,758
1963 1st Quarter	150,305	36,944	1,882
2nd Quarter	156,372	39,926	2,133
1962 June	49,899	12,129	556
July	49,024	12,564	497
August	36,750	8,982	559
1963 June	47,539	12,276	761
July	52,978	12,837	685
August	41,570	11,332	626

Note: There are certain differences of timing and coverage between the production and export figures, e.g. the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. Station wagons and estate cars are included with passenger cars throughout. The quarterly export figures include amendments not made to monthly figures.

Index of Retail Prices in August

AT AUGUST 13 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 103·0, compared with 103·3 at July 16. The fall in the index during the month was due mainly to reductions in the average prices of potatoes, tomatoes, other fresh vegetables and sugar, which were partly offset by inceases in the average prices of meat and bacon.

Passenger Movement

Small Increase in Passenger Traffic in First Quarter of 1963

OVER 1,680,000 passengers travelled to and from the United Kingdom in the first quarter of 1963, only 2 per cent more than in the same period last year. A decline of 5 per cent in sea travel was offset by a 7 per cent increase in air travel.

Considerable numbers of passengers travel during the Easter holiday period particularly to and from the Continent. As the Easter holiday began during the first quarter of 1961, figures for that period are not strictly comparable with the corresponding periods of 1960, 1962 or 1963, when Easter came in the middle of April. Because of this, although the figures for the 1961 period are given in the tables, reference is not made to them in this article for comparison purposes.

Continental Routes

Passenger traffic between the United Kingdom and the Continent increased by 5 per cent during the first quarter of this year compared with the similar period of last year.

Sea travel rose by only 2 per cent. The number of passengers carried in British vessels fell by 6 per cent compared with the same months of last year, while foreign vessels, mainly Belgian and French, carried 10 per cent more passengers.

Air traffic rose by 7 per cent in the first quarter of this year compared with the same period last year.

Non-European Routes

There was little change in the number of passengers travelling between the United Kingdom and non-European countries in the first quarter of 1963 compared with the first three months of 1962.

Sea travel decreased by 10 per cent, mainly due to falls of 26 per cent and 11 per cent respectively in the numbers of overseas Commonwealth visitors and migrants. The number of Commonwealth immigrants travelling on these routes during the first three months of 1963 was 40 per cent lower than the corresponding period of last year.

The number of air passengers travelling on non-European routes in the first quarter of this year increased by 4 per cent compared with the same quarter last year.

Irish Republic

Passenger movement to and from the Irish Republic fell by 4 per cent during the first quarter of this year compared with the same period last year. A decrease of 17 per cent in sea travel was only partly offset by a rise of 11 per cent in the number of air passengers.

Sources

The figures in this article are based on returns of passenger traffic submitted under the Merchant Shipping (Passenger Returns) Regulations 1960, including sea arrival and departure cards completed by Commonwealth citizens travelling on the long sea routes beyond Europe or the Mediterranean sea; and returns of all air traffic to and from main airports in the United Kingdom. Except for traffic on the long sea routes, these returns do not distinguisn the nationality or

Table 1. Summary of United Kingdom Passenger Movement

(Excluding movement across the land frontier between the Irish Republic and Northern Ireland, passengers travelling between the Channel Islands and Great Britain, passengers carried in aircraft chartered by British Government Departments and, as far as possible, passengers travelling by sea on pleasure cruises and day trips, and H.M. and other armed forces travelling in the course of their duties.)

Thousands of passengers

	Total		European Continent and Mediterranean Sea Area		Non-Europe		Irish Republic	
	To U.K.	From U.K.	To U.K.	From U.K.	To U.K.	From U.K.	To U.K.	From U.K.
Total:								
Jan.-Mar. 1963	855	826	569	543	146	166	139	116
1962	858	784	551	510	157	157	150	117
1961	844	846	544	577	144	143	156	127
By Sea:								
Jan.-Mar. 1963	312	294	206	189	38	52	69	53
1962	339	297	206	182	47	54	86	61
1961	365	368	221	247	47	49	97	72
By Air:								
Jan.-Mar. 1963	543	531	364	354	108	114	71	63
1962	518	487	345	327	110	103	64	57
1961	479	479	323	330	96	94	60	55

Table 2. Passenger Movement by Sea Between the United Kingdom and the Continent of Europe and Mediterranean Sea Area

COUNTRIES IN WHICH PASSENGERS LANDED OR EMBARKED

Thousands of passengers

	January-March	To U.K.	From U.K.
Total, All Countries	1963	206	189
	1962	206	182
	1961	221	247
Belgium	1963	41	39
	1962	39	35
	1961	33	44
Denmark	1963	3	2
	1962	3	3
	1961	4	3
France	1963	118	105
	1962	119	101
	1961	124	143
Netherlands	1963	32	32
	1962	33	33
	1961	45	45
Norway	1963	6	6
	1962	7	7
	1961	7	7
Sweden	1963	3	2
	1962	2	2
	1961	3	2
Others	1963	2	2
	1962	3	3
	1961	4	3

Table 3. Passenger Movement by Sea Between the United Kingdom and the Continent of Europe and Mediterranean Sea Area

FLAGS OF CARRYING VESSELS

Thousands of passengers

	January-March	To U.K.	From U.K.
Total, All Flags	1963	206	189
	1962	206	182
	1961	221	247
British	1963	95	96
	1962	101	103
	1961	101	127
Foreign	1963	111	93
	1962	106	79
	1961	120	120
Belgian	1963	41	38
	1962	38	34
	1961	32	43
Danish	1963	3	2
	1962	3	3
	1961	4	3
Dutch	1963	7	6
	1962	7	6
	1961	11	10
French	1963	50	38
	1962	48	27
	1961	61	53
Norwegian	1963	6	6
	1962	7	7
	1961	7	7
Swedish	1963	3	2
	1962	2	2
	1961	3	2
Other Foreign	1963	1	1
	1962	1	1
	1961	1	1

(*Continued on next page*)

Passenger Movement (*Continued*)

country of permanent residence of the traveller – but an analysis by permanent residence, distinguishing British and alien visitors separately, has been made by sample survey. The survey results for 1962 were published in the *Board of Trade Journal* on August 23, 1963.

Table 4. Passenger Movement by Air Between the United Kingdom and the Continent of Europe and Mediterranean Sea Area

EXCLUDING PASSENGERS CARRIED IN AIRCRAFT CHARTERED BY BRITISH GOVERNMENT DEPARTMENTS

Thousands of passengers

Countries in which passengers landed or embarked	January-March	To United Kingdom	From United Kingdom
Total, All Countries	1963	364	354
	1962	345	327
	1961	323	330
Commonwealth Countries (a)	1963	13	12
	1962	10	11
	1961	10	12
Foreign Countries	1963	351	342
	1962	334	316
	1961	312	318
Austria	1963	4	4
	1962	4	3
	1961	3	3
Belgium	1963	23	22
	1962	21	21
	1961	20	22
Denmark	1963	11	10
	1962	10	11
	1961	9	8
France	1963	96	94
	1962	91	89
	1961	93	101
Germany	1963	52	51
	1962	48	46
	1961	46	46
Italy	1963	21	22
	1962	19	18
	1961	16	16
Middle East Countries (b)	1963	13	13
	1962	13	11
	1961	10	10
Netherlands	1963	39	38
	1962	39	37
	1961	37	37
Norway	1963	5	5
	1962	5	4
	1961	4	4
Portugal	1963	4	4
	1962	4	3
	1961	3	3
Spain	1963	15	15
	1962	14	13
	1961	10	10
Sweden	1963	5	4
	1962	4	3
	1961	4	4
Switzerland	1963	51	45
	1962	51	45
	1961	48	43
Other	1963	13	14
	1962	11	11
	1961	10	10

(a) Malta, Gibraltar and Cyprus.
(b) United Arab Republic, Lebanon, Israel, Jordan, Sudan, Iraq, Iran and Persian Gulf States.

Table 5. Passengers Travelling Direct by Sea Between the United Kingdom and Countries Outside Europe and the Mediterranean Sea

ANALYSIS BY NATIONALITY

Thousands of passengers

		Total		Aliens		Commonwealth Citizens	
		To U.K.	From U.K.	To U.K.	From U.K.	To U.K.	From U.K.
January-March	1963	38·2	52·0	6·1	6·2	32·1	45·7
	1962	47·1	53·6	5·8	7·2	41·3	46·4
	1961	47·4	48·6	5·5	4·7	41·9	43·9

Table 6. Commonwealth Citizens Travelling Direct by Sea Between the United Kingdom and Countries Outside Europe and the Mediterranean Sea

ANALYSIS OF TRAVELLERS

Thousands of passengers

		Total		United Kingdom Residents		Overseas Visitors		Migrants		Irish Republican Citizens in Transit	
		To U.K.	From U.K.	To U.K.	From U.K.	To U.K.	From U.K.	To U.K.	From U.K.	To U.K.	From U.K.
Jan.-Mar.	1963	32·1	45·7	11·5	11·3	10·7	10·3	9·6	23·8	0·2	0·3
	1962	41·3	46·4	10·6	11·0	14·6	13·7	16·0	21·4	0·1	0·3
	1961	41·9	43·9	10·4	9·3	15·9	12·3	15·5	21·9	0·1	0·3

Table 7. Overseas Visitors and Migrants Travelling Direct by Sea Between the United Kingdom and Countries Outside Europe and the Mediterranean Sea

COMMONWEALTH CITIZENS

Thousands of passengers

Countries of last or intended future permanent residence (a)		To United Kingdom			From United Kingdom		
	Jan.-Mar.	Overseas Visitors	Immigrants	Total	Overseas Visitors	Emigrants	Total
Total, All Countries	1963	10·7	9·6	20·4	10·3	23·8	34·2
	1962	14·6	16·0	30·6	13·7	21·4	35·2
	1961	15·9	15·5	31·4	12·3	21·9	34·3
Commonwealth Countries	1963	9·3	8·5	17·8	8·5	20·6	29·1
	1962	11·7	13·7	25·4	10·7	19·0	29·7
	1961	12·5	12·5	25·0	9·5	19·4	29·0
Australia	1963	4·0	3·3	7·2	2·6	11·9	14·5
	1962	4·5	3·6	8·1	3·5	9·8	13·3
	1961	5·0	3·4	8·4	2·5	11·7	14·2
British West Indies and Bermuda	1963	0·2	0·5	0·7	0·4	1·4	1·8
	1962	0·3	2·5	2·8	0·4	1·1	1·4
	1961	0·3	1·2	1·5	0·4	0·5	0·9
Canada	1963	0·9	0·3	1·3	1·2	0·8	2·0
	1962	1·3	0·6	1·9	1·9	1·3	3·1
	1961	1·3	0·8	2·1	1·6	1·2	2·8
East Africa	1963	0·5	0·5	1·0	0·4	0·2	0·6
	1962	0·7	0·8	1·4	0·6	0·2	0·8
	1961	0·7	0·4	1·1	0·7	0·2	0·9
Federation of Rhodesia and Nyasaland	1963	0·6	0·4	1·0	0·9	0·3	1·3
	1962	0·6	0·4	1·0	1·1	0·4	1·5
	1961	0·8	0·6	1·4	0·8	0·3	1·1
India, Pakistan and Ceylon	1963	0·5	0·9	1·3	0·5	0·8	1·3
	1962	0·8	2·0	2·8	0·8	0·9	1·8
	1961	0·9	1·9	2·8	0·8	0·9	1·7
Malaya and Singapore	1963	0·2	0·3	0·5	0·2	0·4	0·6
	1962	0·3	0·7	1·0	0·2	0·4	0·5
	1961	0·5	1·1	1·6	0·3	1·0	1·3
New Zealand	1963	1·4	1·3	2·6	1·0	3·3	4·3
	1962	1·9	1·1	3·1	1·0	3·4	4·4
	1961	1·6	1·0	2·7	0·9	2·2	3·0
West Africa	1963	0·7	0·6	1·3	0·8	1·1	1·9
	1962	0·8	1·0	1·9	0·9	1·0	1·9
	1961	1·0	1·0	2·0	1·2	0·9	2·1
Other Commonwealth Countries	1963	0·4	0·4	0·8	0·5	0·3	0·8
	1962	0·5	0·8	1·4	0·5	0·6	1·1
	1961	0·6	0·8	1·4	0·4	0·6	1·0
Foreign Countries	1963	1·4	1·1	2·5	1·8	2·9	4·7
	1962	2·9	2·3	5·2	3·0	2·4	5·4
	1961	3·4	2·9	6·3	2·7	2·2	4·9
Central and South America	1963	0·2	0·1	0·3	0·3	0·2	0·5
	1962	0·3	0·1	0·4	0·3	0·2	0·5
	1961	0·3	0·1	0·4	0·3	0·2	0·5
South Africa (b)	1963	0·4	0·5	0·9	0·5	1·2	1·7
	1962	1·8	1·4	3·2	1·4	0·8	2·2
	1961	2·2	2·0	4·1	1·3	0·5	1·8
United States of America	1963	0·6	0·4	1·0	0·9	1·4	2·3
	1962	0·7	0·6	1·2	1·1	1·3	2·4
	1961	0·8	0·7	1·5	1·0	1·3	2·3
Other Foreign Countries	1963	0·2	0·1	0·3	0·2	0·1	0·3
	1962	0·2	0·1	0·3	0·2	0·1	0·4
	1961	0·2	0·2	0·4	0·2	0·2	0·3
Country Not Stated	1963	—	—	—	—	0·3	0·3
	1962	—	—	—	—	—	—
	1961	—	—	—	0·2	0·3	0·5

(a) Residence for more than a year is treated as 'Permanent Residence' for the purpose of this classification.
(b) South Africa seceded from the Commonwealth on June 1, 1962. Most South Africans became aliens from this date and are therefore excluded from the table. To simplify presentation, South Africa is shown under Foreign Countries for all three periods covered by the table.

Passenger Movement (*Continued*)

Table 8. Passenger Movement by Sea Between the United Kingdom and Countries Outside Europe and the Mediterranean Sea

ANALYSIS BY COUNTRY OF ARRIVAL AND DEPARTURE

Thousands of passengers

Countries in which passengers landed or embarked	January-March	To United Kingdom	From United Kingdom
Total, All Countries	1963	38·2	52·0
	1962	47·1	53·6
	1961	47·4	48·6
Commonwealth Countries	1963	19·1	30·5
	1962	26·3	31·1
	1961	25·3	30·1
Australia	1963	8·7	15·9
	1962	9·7	14·7
	1961	10·2	15·3
British West Indies and Bermuda	1963	1·3	2·6
	1962	3·7	2·1
	1961	1·9	1·5
Canada	1963	0·6	1·4
	1962	0·9	2·8
	1961	0·9	2·5
East Africa	1963	0·8	0·7
	1962	1·5	1·0
	1961	1·2	1·1
India, Pakistan and Ceylon	1963	1·7	1·6
	1962	3·1	2·0
	1961	3·3	2·0
Malaya and Singapore	1963	0·7	0·8
	1962	1·3	0·8
	1961	1·8	1·5
New Zealand	1963	3·1	4·7
	1962	3·5	4·5
	1961	2·7	3·0
West Africa	1963	1·4	2·1
	1962	2·0	2·1
	1961	2·0	2·2
Other Commonwealth Countries	1963	0·8	0·7
	1962	0·6	1·0
	1961	1·3	0·9
Foreign Countries	1963	19·1	21·5
	1962	20·8	22·4
	1961	22·1	18·5
Central and South America	1963	0·9	1·3
	1962	1·0	1·3
	1961	1·0	1·1
South Africa (a)	1963	6·2	6·6
	1962	6·3	5·9
	1961	7·6	5·0
United States of America	1963	7·3	9·0
	1962	8·7	11·0
	1961	9·0	8·0
Other Foreign Countries	1963	4·6	4·6
	1962	4·8	4·2
	1961	4·5	4·3
Country Not Stated	1963	—	—
	1962	0·1	0·1
	1961	—	—

(a) Although South Africa seceded from the Commonwealth only from June 1, 1962, to simplify presentation, it is shown under Foreign Countries for all three periods covered by the table.

Table 9. Passenger Movement by Air Between the United Kingdom and Countries Outside Europe and the Mediterranean Sea

EXCLUDING PASSENGERS CARRIED IN AIRCRAFT CHARTERED BY BRITISH GOVERNMENT DEPARTMENTS

Thousands of passengers

Countries in which passengers landed or embarked	January-March	To United Kingdom	From United Kingdom
Total, All Countries	1963	108·1	114·2
	1962	109·9	103·3
	1961	96·5	94·1
Commonwealth Countries	1963	50·0	54·3
	1962	56·4	48·6
	1961	51·4	45·3
Australia	1963	1·4	3·9
	1962	1·2	1·9
	1961	1·1	1·7
British West Indies and Bermuda	1963	6·1	4·5
	1962	10·4	3·9
	1961	8·6	3·3
Canada	1963	14·3	18·6
	1962	15·1	18·3
	1961	14·4	15·9
East Africa	1963	6·0	6·1
	1962	6·7	5·7
	1961	6·4	4·6
Federation of Rhodesia and Nyasaland	1963	2·8	3·2
	1962	2·4	3·0
	1961	2·5	2·7
India, Pakistan and Ceylon	1963	8·7	7·2
	1962	10·5	6·3
	1961	8·0	5·8
Malaya and Singapore	1963	1·6	2·4
	1962	1·7	1·8
	1961	1·7	2·2
West Africa	1963	6·3	5·9
	1962	6·7	5·8
	1961	6·8	7·0
Other Commonwealth Countries	1963	2·7	2·6
	1962	1·7	1·9
	1961	1·9	1·9
Foreign Countries	1963	58·1	59·9
	1962	53·5	54·7
	1961	45·1	48·8
Central and South America	1963	1·2	1·2
	1962	1·2	1·4
	1961	1·6	1·4
South Africa (a)	1963	2·4	3·6
	1962	2·3	2·7
	1961	2·1	2·3
United States of America	1963	48·8	49·6
	1962	45·2	46·0
	1961	38·8	42·3
Other Foreign Countries	1963	5·6	5·6
	1962	4·8	4·5
	1961	2·6	2·9

(a) Although South Africa seceded from the Commonwealth only from June 1, 1962, to simplify presentation it is shown under Foreign Countries for all three periods covered by the table.

(*Continued on next page*)

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Passenger Movement (*Continued*)

Table 10. Sea Passenger Movement by Ports

Thousands of passengers

	TOTAL			TO UNITED KINGDOM			FROM UNITED KINGDOM		
	January-March			January-March			January-March		
	1963	1962	1961	1963	1962	1961	1963	1962	1961
Between the United Kingdom and the European Continent:									
All Ports	395	389	468	206	206	221	189	182	247
Dover	217	218	222	110	112	92	107	106	130
Fokestone	74	65	92	43	41	57	31	24	35
Harwich	68	69	94	34	35	48	33	34	47
Hull	2	2	2	1	1	1	1	1	1
London	9	9	10	4	4	6	4	4	4
Newhaven	3	1	17	1	—	3	2	—	14
Southampton	10	10	14	5	5	6	5	5	8
Tyne Ports	12	14	15	6	7	7	6	7	7
Other Ports	1	1	1	1	1	—	1	—	1
Between the United Kingdom and Non-European Countries:									
All Ports	90	101	96	38	47	47	52	54	49
Bristol	—	—	1	—	—	—	—	—	—
Glasgow	—	—	—	—	—	—	—	—	—
Liverpool	10	11	10	3	4	4	6	6	5
London	27	29	36	12	14	16	15	15	20
Plymouth	—	—	1	—	—	1	—	—	—
Southampton	51	59	47	22	28	25	29	31	22
Other Ports	1	2	1	1	1	1	1	1	1
Between the United Kingdom and the Irish Republic:									
All Ports	121	147	168	69	86	97	53	61	72
Fishguard	18	22	28	10	14	17	7	8	11
Glasgow	3	3	3	1	1	2	1	1	2
Holyhead	74	89	103	42	52	60	32	37	43
Liverpool	27	33	35	14	18	18	13	15	16
Other Ports	—	—	—	—	—	—	—	—	—

Table 11. Passenger Movement by Sea Between the United Kingdom and Countries Outside Europe and the Mediterranean Sea

FLAGS OF CARRYING VESSELS

Thousands of passengers

Nationality of Passengers	Jan.-March	FLAG									
		Total	United Kingdom	Rest of Sterling Area	Dutch	French	German	Norwegian	Panamanian	United States	Other Foreign
Total, all Passengers:											
To U.K.	1963	38·2	28·5	0·1	1·9	0·4	0·3	0·2	0·8	1·0	5·1
	1962	47·1	34·2	0·1	2·3	1·2	0·4	0·2	0·5	1·4	6·8
	1961	47·4	35·8	—	2·3	0·6	0·6	0·2	0·9	1·9	5·1
From U.K.	1963	52·0	38·1	0·1	2·3	0·5	0·4	0·3	1·6	1·2	7·5
	1962	53·6	39·5	0·1	2·5	1·3	0·2	0·2	1·1	3·3	5·6
	1961	48·6	37·6	—	2·1	0·7	0·2	0·3	1·5	1·7	4·5
Commonwealth Citizens:											
To U.K.	1963	32·1	24·2	0·1	1·3	0·2	0·3	0·1	0·7	0·3	4·8
	1962	41·3	30·8	0·1	2·0	0·5	0·3	0·1	0·4	0·6	6·5
	1961	41·9	32·4	—	1·9	0·3	0·5	0·2	0·9	0·8	4·8
From U.K.	1963	45·7	33·7	0·1	1·9	0·4	0·3	0·2	1·6	0·4	7·2
	1962	46·4	36·1	0·1	2·0	0·8	0·2	0·1	1·0	0·7	5·4
	1961	43·9	34·5	—	1·8	0·5	0·2	0·2	1·4	0·8	4·3
Aliens:											
To U.K.	1963	6·1	4·2	—	0·6	0·2	—	—	—	0·6	0·3
	1962	5·8	3·5	—	0·3	0·7	0·1	0·1	0·1	0·8	0·3
	1961	5·5	3·3	—	0·4	0·2	—	0·1	—	1·1	0·3
From U.K.	1963	6·2	4·4	—	0·4	0·1	0·1	0·1	—	0·9	0·3
	1962	7·2	3·4	—	0·3	0·6	0·1	—	—	2·7	0·2
	1961	4·7	3·1	—	0·2	0·2	—	0·1	—	0·9	0·1

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Board of Trade

Trends in United Kingdom and World Exports of Manufactures

BOARD OF TRADE, HORSE GUARDS AVENUE, LONDON, S.W.1

TRENDS IN UNITED KINGDOM AND WORLD EXPORTS OF MANUFACTURES

1. This report examines in some detail the growth of United Kingdom exports in 1962 in relation to the changes in the market and commodity pattern of the exports of other industrial countries. It is the latest in this series which are now prepared annually.

Introduction

2. World exports of manufactures* increased by 6 per cent in value between 1961 and 1962 (Table I). Since 1954 world exports have increased by more than this in every year but two—1958 when exports fell and 1961 when the increase was about 5½ per cent. Following the big and widespread increase in world trade in manufactures in the course of 1959 and 1960, weaknesses began to develop in the United Kingdom and United States markets, and in many overseas sterling area markets. By the third quarter of 1961, exports to the United States had begun to recover and by the beginning of 1962 exports to some sterling markets also began to share in the recovery, so that in 1962 exports to both areas showed considerable increases over the previous year when they had declined. But by 1962 exports to continental O.E.C.D. countries were showing rates of increase which were slower than the very high rates of the previous three years. Exports to the United Kingdom declined for the second year running, and weaknesses developed in exports to many non-sterling primary-producing countries including some important markets in Latin America. These factors resulted in the relatively modest rise in world trade in manufactures last year, when the increase in world industrial production was higher than in any recent year except 1959 (Table I).

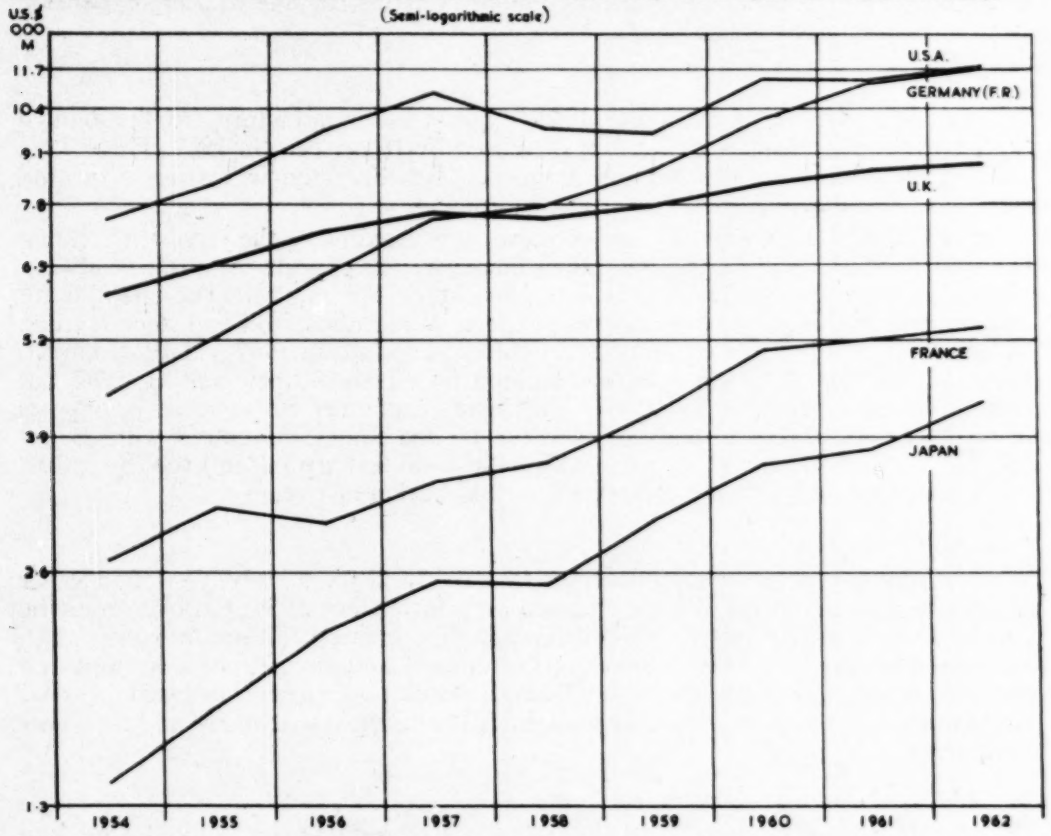
3. In 1960 and again in 1961 world trade in machinery expanded very fast but in 1962 the increase was much smaller (9 per cent). This change was largely offset by a sharp recovery in exports of transport equipment (mainly cars) after a decline in 1961 and by a larger increase in textile exports than in the previous year (Table VII).

4. The increase in the value of United Kingdom exports of 2½ per cent in 1962 was low in relation both to the 6 per cent rise in world exports and to past increases in United Kingdom exports (exports increased by more than this in each year from 1954, except 1958 when they fell) (Table II). The source of this result is not to be found in Western European markets. Exports to EFTA (excluding the United Kingdom as a market) increased proportionately more than the world average in 1962 as they did in 1961, while exports to E.E.C. increased as fast as world exports. There was also a substantial increase in United Kingdom exports to the United States, the increase being more than the world average. The areas in which our exports fared worse than world exports were the overseas sterling area, where we lost ground to the United States in particular, and Canada. Our share of these markets fell substantially in 1962, whereas our share of the Western European market increased for the second year running.

5. Each of the four largest exporters of manufactures (the United States, Western Germany, United Kingdom and France) recorded a percentage increase last year which was below the world average of 6 per cent (Table II). This was the first time that West German exports grew more slowly than the world total. French exports were affected by a sharp contraction in exports to Algeria. On the other hand, exports from Japan (the next largest supplier) increased by 15½ per cent and there were also large increases by several of the smaller suppliers.

* Exports of the twelve main manufacturing countries, excluding USSR, Eastern Europe and the People's Republic of China.

EXPORTS OF MANUFACTURES FROM THE FIVE PRINCIPAL COUNTRIES.



Exports to Main Markets (Table VI)

O.E.C.D. Countries in Europe

6. The importance of Western Europe as a market for manufactures continued to increase in 1962 in spite of a further fall in exports to the United Kingdom. About 45 per cent of all exports of manufactures were sold to European countries in 1962 and the countries of the European Economic Community, in aggregate, continued to supply almost two-thirds of the total. Exports to Europe in 1962 were 11 per cent more than in 1961, a smaller increase than in any of the three previous years. Exports from Japan again showed the greatest increase, proportionately, but Japan remained the smallest supplier. France and Italy also recorded rates of increase well above the average and, as in the previous three years, were expanding their exports, particularly of machinery and transport equipment, more rapidly than the other E.E.C. countries. United Kingdom exports to Western Europe increased by 13 per cent. Exports of steel and other metals increased much more than exports from suppliers other than Japan and the rise in United Kingdom exports of chemicals were also above the average. Exports of machinery and transport equipment from this country to Europe, however, increased less than those of the Common Market countries and at about the same rate as United States exports. Exports from Western Germany to the rest of Europe last year increased by 9 per cent and recorded lower rates of increase than other suppliers for each of the main commodity groups except textiles and chemicals. The weakness in the United Kingdom market must have contributed to this. United States exports also lost ground to other suppliers in the European market, for all the

main commodity groups, with an increase of 6 per cent in total. The large increase in French exports to other European countries was mainly due to a big expansion in exports of engineering products.

United States

7. After falling in 1960 and 1961, exports of manufactures to the United States from other industrial countries increased by 16 per cent in 1962. There were marked rises in all sectors but the main increases occurred in textiles, iron and steel, electrical machinery and transport equipment.

8. Canada, with a 10 per cent increase, continued to be the largest individual exporter to the United States, but Japan increased her exports by a third between 1961 and 1962 and supplied over 20 per cent of the market. The main items contributing to this increase in Japanese exports were radios, iron and steel, textiles, and the " other " group of manufacturers. After steep falls in 1960 and 1961, United Kingdom exports of manufactures increased by nearly 20 per cent in 1962 but remained below the peak 1959 level. An increase of over 50 per cent in exports of transport equipment (mainly cars) to the United States, compared with 25 per cent for Western Germany, 8½ per cent for Italy and a sharp fall in French exports, was a principal source of the good result in this market last year.

Canada

9. World exports of manufactures to Canada last year were less than 2 per cent more than in 1961 and have changed very little since 1959. Exports from the United Kingdom fell very steeply and recorded the greatest fall in any recent year. This was due mainly to falls in the export of aircraft and aircraft engines, ships and cars. By contrast, exports from the United States to Canada increased in 1962 after falling in the previous year, the main increases being in machinery and transport equipment.

Non-O.E.C.D. Sterling Area

10. It was in the markets of the overseas sterling area that United Kingdom export performance was so much worse than that of most other suppliers last year, a year of mild recovery in these markets. Our exports dropped by $160 million (5 per cent) whereas exports from the United States increased by $350 million (30 per cent) and from Japan by $120 million (14 per cent). In 1954 these two countries supplied $1,010 million of exports to the overseas sterling countries compared with $2,907 million from the United Kingdom. Last year they supplied $2,511 million against $2,981 million from this country. Two-thirds of the absolute increase in exports from the United States in 1962 was due to increased exports to India and Pakistan; exports to Australia also showed a considerable increase. There were big increases in metals, non-electrical machinery and transport equipment. The growth in Japanese exports to these markets was largely in engineering products, particularly electrical machinery; there were also marked increases in chemicals and textiles. United Kingdom exports of each main commodity group lost ground compared with those of other suppliers in 1962. The E.E.C. countries achieved only a small increase to these markets last year, the small suppliers France, Italy and the Netherlands doing better than Western Germany.

Latin America

11. Total exports to this group of countries, many of which were struggling with foreign exchange difficulties, fell in 1962 after showing small increases in each of the two previous years. The experience of various suppliers was very diverse. Only Switzerland, Belgium and France showed significant increases compared with 1961, and exports from Italy and Japan were little changed. Exports from the United Kingdom and the United States (the major supplier) fell by the world average of 3 per cent; those from Germany were 10 per cent less but this followed a strong rise in 1961.

Other Countries (these include the Middle East, Japan, Soviet Russia, Eastern Europe and the People's Republic of China)

12. For the first time in any recent year, world exports of manufactures to these markets showed a fall in 1962. This was due in part to a reduction in French exports, especially to Algeria, but among other factors there was a reduction in exports to Japan. Exports to Soviet Russia, Eastern Europe and the People's Republic of China however increased. Japanese exports to other countries in the group were 6 per cent more in 1962 than in 1961. Sweden was the only other country to record an increase. Exports from the United Kingdom, the United States and Italy were only slightly lower in 1962 but those from Germany and France were 7 and 13 per cent lower respectively.

Exports of Different Commodity Groups (Table VII)

13. As in other recent years, the fastest growing sectors of world trade in manufactures in 1962 were electrical and non-electrical machinery, although the rate of increase was only about half that of 1961. There was a renewed expansion in world trade in transport equipment (primarily passenger cars), no further contraction in trade in base metals and a moderate expansion in textiles.

Machinery and Transport Equipment

14. This very diverse group of products, which includes all electrical machinery, appliances and apparatus, non-electrical machinery, ships, aircraft and road vehicles, accounts for some 45 per cent of world exports of manufactures and is generally the most rapidly expanding part of it. In 1962 exports increased by 8 per cent, rather less than in the previous year. The three largest suppliers, United States, Germany and the United Kingdom all showed rates of increase below the average; in the first two cases it was only marginally less (7 per cent). The low United Kingdom increase (2 per cent) was due to falls in exports to the non-O.E.C.D. sterling area and to Canada, which were only partly offset by increases to Europe and United States. The next most important group of suppliers, France, Italy, Japan and Sweden, each increased their exports by more than 10 per cent. The tendency, evident since 1956, for the smaller suppliers to increase their exports more rapidly than the three main countries was carried into 1962: in 1956 the United States, Germany and the United Kingdom accounted for three-quarters of world exports of machinery and transport equipment and in 1962 the proportion was down to two-thirds.

15. World exports of *transport equipment*, after falling in 1961, more than regained the lost ground in 1962. All exporting countries showed increases with the exception of Japan and the United Kingdom, whose exports were about the same as in 1961. Two-thirds of the group is made up of *motor vehicles and parts*. Exports of passenger road motor vehicles, after a sharp fall in 1961, increased in 1962 to a value some 10 per cent more than in 1960. The United Kingdom showed the greatest absolute and proportionate increase in 1962, but the value of exports remained lower than in 1959 or 1960. French exports increased by about the world average but not as sharply as those from the United Kingdom and also remained below earlier levels. Exports from Western Germany did not contract in 1961 and the expansion in 1962, 11 per cent, was moderate compared with that of other European suppliers. Italian exports increased by nearly a half in value terms and were marginally higher than those from the United States whose exports were slightly higher in 1962 than in any of the previous three years.

16. World exports of commercial vehicles showed a sharp fall in 1962, the first since 1958. The only countries showing any increase were the small suppliers, Italy, Belgium-Luxembourg and Sweden. United Kingdom exports fell by less than the world average and the United Kingdom became the largest individual exporter in 1962, United States' exports having fallen by about a third. Exports from Germany, the other main supplier, were unchanged in 1962 compared with 1961.

Base Metals and Miscellaneous Manufactures of Metal

17. In 1962 world exports of this group in total showed no change over the previous year; exports to industrial countries increased by over 3 per cent but were offset by a fall of almost 5 per cent in exports to primary producers. There was a further fall in world exports of iron and steel and a marginal fall in exports of non-ferrous items, but those were partly countered by a rise in exports of miscellaneous manufactures of metal. The only significant exporter to show a large increase for the whole group was Japan, and this was mainly due to increased exports of iron and steel against the general trend. The large exporters showed mainly small but diverse movements. United Kingdom exports to Europe showed a substantial increase of over 18½ per cent compared with an increase of less than 2 per cent for Germany and a fall of over 10 per cent for the United States. All the major suppliers showed substantial falls in exports to the non-O.E.C.D. sterling area with the exception of the United States which had a very large increase.

Chemicals

18. The increase in world exports of chemicals continued in 1962 at the same rate as in 1961. The three largest exporters, the United States, Germany and the United Kingdom showed very similar rates of increase in 1962 compared with 1961, 4 or 5 per cent, which were a little below the world average of 6 per cent. The pattern of United Kingdom exports differed from that of all other main exporters in that the United Kingdom exported more to primary producers than to industrial countries, whilst all other main manufacturers exported more to industrial countries than to primary producers. A large proportion of United Kingdom exports went to non-O.E.C.D. sterling area, but these were nearly 1 per cent less in 1962 than in 1961. The largest rate of increase was shown by Japan, whose exports to other Asian countries, especially Indonesia and Hong Kong, increased substantially. Italy, whose exports of chemicals have shown a much faster rate of growth than any other country's in recent years, again increased more (11 per cent) than most other countries.

Textiles

19. This sector of world exports of manufactures after changing very little in 1961, increased in 1962 at about the same rate as the world average for all manufactures; most individual countries showed a better performance in 1962 than in 1961. Exports to Canada and primary producing countries as a whole fell in 1962, whilst those to other main markets increased. Among the individual sectors of the textile division which are distinguished, total exports of cotton fabrics fell sharply, after declining in 1961, and exports of fabrics of wool and man-made fibre increased. The contraction in exports of *cotton fabrics* was general. Japanese exports were 2 per cent less, United States and the E.E.C. exports 8 per cent less and United Kingdom exports 19 per cent less than in 1961. Exports of *wool fabrics* were 6 per cent more in 1962 than in 1961. Of the two main exporters, United Kingdom showed a fall of 3 per cent and Italy an increase of 7 per cent. All the other countries either maintained or increased their exports. World exports of *fabrics of synthetic and man-made fibres* showed a relatively high average rate of increase (10 per cent). Japan, the largest exporter, recorded a fall of 5 per cent whilst all other exporters increased their sales.

Technical Note

The main manufacturing countries for the purpose of this article have been taken to be the nine main Western European industrial countries (United Kingdom, Western Germany, France, Italy, Belgium-Luxembourg, Netherlands, Sweden, Switzerland) with the addition of the United States, Canada and Japan. This is

a slightly narrower grouping than that of "industrial countries" which is also referred to in the article, which in addition to the 12 countries listed above also includes the following countries:

Austria, Denmark, Greece, Iceland, Ireland, Norway, Portugal, Spain, Turkey.

The 12 main manufacturing countries account for about 96 per cent of exports of manufactured goods from industrial countries.

"Manufactured articles" for the purpose of the analysis are those goods covered by Sections 5 to 8 of the Revised Standard International Trade Classification. The more detailed analysis of the commodity pattern of exports referred to in last year's Report on Trends in United Kingdom and World Exports of Manufactures was based on the original Standard International Trade Classification and the present figures are not in all cases comparable with those quoted in previous articles. The main differences arise in the treatment of armaments, refrigerators and tractors.

STATISTICAL APPENDIX

TABLE I.—WORLD EXPORTS AND INDUSTRIAL PRODUCTION

	1954	1955	1956	1957	1958	1959	1960	1961	1962
World exports of manufactures (*a*)									
Value (U.S. $ thousand million)	29·6	33·7	38·3	42·5	41·8	45·2	52·2	55·0	58·4
Volume (1958 = 100)	77	86	94	102	100	109	124	129	136
World industrial production (*b*)									
Volume (1958 = 100)	86	96	100	103	100	110	117	121	130
Percentage increase on previous year ...	—	11·5	4·5	2·8	−3·0	10·3	6·2	3·3	7·1

(*a*) Exports by the 12 main manufacturing countries, apart from the USSR, Eastern Europe and People's Republic of China: the European Economic Community, United Kingdom, United States (excluding United States Special Category exports), Canada, Sweden, Switzerland and Japan. Manufactures defined as Sections 5 to 8 of the S.I.T.C. Revised.

(*b*) O.E.C.D. countries and Japan.

TABLE II.—EXPORTS OF MANUFACTURES BY MAIN EXPORTING COUNTRIES (*a*)

Percentage changes on a year earlier

	1954	1955	1956	1957	1958	1959	1960	1961	1962	Percentage increase 1954–62	1962 value U.S. $ million
United Kingdom (*b*) ...	+ 3·5	+ 9·7	+10·4	+ 5·5	− 2·0	+ 4·6	+ 6·6	+ 4·0	+ 2·4	*49*	8,840
E.E.C.	+12·3	+18·3	+12·1	+13·3	+ 4·0	+13·0	+18·8	+ 9·0	+ 6·2	*142*	26,588
German Federal Republic (*c*)	+20·8	+18·7	+20·4	+18·2	+ 4·1	+11·6	+16·8	+10·6	+ 4·7	*166*	11,738
Belgium–Luxembourg	+ 4·3	+20·1	+17·1	− 0·2	− 3·2	+ 9·5	+14·3	+ 3·4	+ 9·9	*93*	3,488
France (*d*)	+ 9·0	+16·8	− 4·5	+13·2	+ 6·0	+15·4	+21·4	+ 2·9	+ 3·6	*100*	3,514
Italy	+ 4·1	+22·1	+19·4	+19·1	+ 6·5	+16·5	+34·4	+16·7	+11·4	*277*	5,400
Netherlands	+11·1	+14·1	+ 4·8	+ 9·8	+ 8·6	+16·0	+12·2	+ 9·0	+ 6·4	*115*	2,448
Sweden	+15·3	+ 9·9	+17·2	+14·8	+ 5·3	+ 7·8	+17·9	+11·9	+10·9	*145*	1,991
Switzerland	+ 2·5	+ 7·5	+10·4	+ 8·5	− 1·3	+ 8·7	+11·3	+ 8·8	+ 8·4	*82*	2,031
United States (*a*) ...	+ 4·4	+11·3	+16·8	+11·1	− 9·8	− 1·5	+17·8	+ 0·1	+ 5·1	*60*	11,926
Canada	− 0·3	+13·2	+ 8·9	+ 4·7	− 5·1	+ 7·1	+ 5·3	+ 0·2	+ 4·5	*45*	2,634
Japan	+33·4	+25·6	+25·1	+16·4	− 1·1	+20·8	+18·8	+ 4·5	+15·6	*213*	4,350
Total (*a*)	+ 8·1	+14·2	+13·5	+10·9	− 1·5	+ 8·0	+15·5	+ 5·4	+ 6·1	*97*	58,360

(*a*) Excluding United States Special Category exports.
(*b*) Including Channel Islands from 1959.
(*c*) Including the Saar from July 1959.
(*d*) Excluding the Saar from July 1959.

TABLE III.—CHANGES IN EXPORTS OF MANUFACTURES TO VARIOUS MARKETS, 1954–62

	Percentage of exports to all markets in 1962		Increase per cent per annum 1954–61		Percentage change between 1961 and 1962	
	From United Kingdom	From World	From United Kingdom	From World	From United Kingdom	From World
O.E.C.D. Europe ...	35·4	45·2	+ 8·3	+13·1	*+13·0*	*+11·0*
E.F.T.A. (excluding United Kingdom)	11·5	12·0	+ 6·5	+11·4	*+ 8·4*	*+ 6·6*
United Kingdom ...	—	4·1	—	+12·1	—	*— 1·6*
E.E.C.	18·0	25·6	+10·8	+15·2	*+14·3*	*+14·3*
United States	7·8	10·4	+ 9·8	+10·4	*+20·7*	*+16·1*
Canada	5·1	6·3	+ 8·6	+ 6·1	*—17·5*	*+ 1·8*
Latin America	4·7	9·0	+ 5·4	+ 3·0	*— 2·8*	*— 3·1*
Non-O.E.C.D. Sterling Area	33·7	13·1	+ 1·1	+ 5·4	*— 5·1*	*+ 5·4*
Other	13·3	16·1	+11·5	+ 9·6	*— 0·5*	*— 3·7*
Total	100	100	+ 5·5	+ 9·3	*+ 2·4*	*+ 6·1*
(U.S. dollar million) ...	(8,840)	(58,360)				

TABLE IV.—COMMODITY PATTERN OF UNITED KINGDOM AND WORLD EXPORTS OF MANUFACTURES IN 1954–1962

	Percentage of exports of all manufactures in 1962		Increase per cent per annum 1954–61		Percentage change between 1961 and 1962	
	From United Kingdom	From World	From United Kingdom	From World	From United Kingdom	From World
Chemicals ... ... (Section 5)	10·9	11·8	+ 6·8	+ 9·2	+ *5*	+ *6*
Textiles ... ... (Division 65)	7·8	8·1	− 3·7	+ 3·2	Nil	+ *5*
Metals and miscellaneous metal manufactures ... (Divisions 67, 68 and 69, excluding Group 681)	14·2	16·4	+ 6·2	+ 9·2	Nil	Nil
Machinery other than electric (Division 71)	25·4	22·1	+ 9·8	+12·2	+ *2*	+ *9*
Electric machinery apparatus and appliances ... ... (Division 72)	9·1	8·3	+ 6·4	+11·6	+ *6*	+ *9*
Transport equipment ... (Division 73)	18·2	14·1	+ 5·0	+ 9·0	Nil	+ *5*
Other manufactures ... (Section 8 and rest of 6)	14·4	19·2	+ 4·9	+ 9·1	+ *5*	+ *8*
Total manufactures ... (Sections 5–8)	100	100	+ 5·5	+ 9·3	+ *2*	+ *6*
(U.S. dollar million) ...	(8,840)	(58,360)				

TABLE V.—SHARE OF VARIOUS COMMODITY GROUPS IN EXPORTS OF MANUFACTURES IN 1962

Percentage

	In exports to industrial countries		In exports to primary producers		In exports to all markets	
	From United Kingdom	From World	From United Kingdom	From World	From United Kingdom	From World
Chemicals ... ... (Section 5)	9·6	10·9	12·2	13·4	10·9	11·8
Textiles ... ... (Division 65)	8·4	7·6	7·1	8·8	7·8	8·1
Base metals and miscellaneous metal manufactures ... (Divisions 67, 68 and 69 but excluding Group 681)	14·5	17·0	13·9	15·4	14·2	16·4
Iron and steel ... ... (Division 67)	6·2	8·7	6·6	9·1	6·4	8·9
Machinery and transport equipment (Section 7)	51·0	42·4	54·3	48·1	52·7	44·4
Non-electrical machinery ... (Division 71)	25·4	21·2	25·7	23·7	25·4	22·1
Electrical machinery ... (Division 72)	7·3	7·8	10·9	9·1	9·1	8·3
Transport equipment ... (Division 73)	18·3	13·4	17·7	15·2	18·2	14·1
Other manufactures ... ... (Section 8 and rest of Section 6)	16·6	22·1	12·5	14·2	14·6	19·3

TABLE VI.—EXPORTS OF MANUFACTURES BY MARKET

U.S. dollar million: percentage change over year earlier in italics

Market \ Exporter		United Kingdom (a)	Total E.E.C.	German Federal Republic	Belgium-Luxembourg	France	Italy	Netherlands (e)
World	1954	5,943	10,998	4,420	1,804	2,703	933	1,138
		+3·5	*+12·3*	*+20·8*	*+4·3*	*+9·0*	*+4·1*	*+11·1*
	1955	6,521	13,008	5,248	2,167	3,156	1,139	1,298
		+9·7	*+18·3*	*+18·7*	*+20·1*	*+16·8*	*+22·1*	*+14·1*
	1956	7,197	14,588	6,318	2,537	3,013	1,360	1,360
		+10·4	*+12·1*	*+20·4*	*+17·1*	*−4·5*	*+19·4*	*+4·8*
	1957	7,574	16,522	7,467	2,532	3,410	1,620	1,493
		+5·5	*+13·3*	*+18·2*	*−0·2*	*+13·2*	*+19·1*	*+9·8*
	1958	7,446	17,184	7,771	2,450	3,615	1,726	1,622
		−2·0	*+4·0*	*+4·1*	*−3·2*	*+6·0*	*+6·5*	*+8·6*
	1959	7,790	19,422	8,675	2,683	4,173	2,010	1,881
		+4·6	*+13·0*	*+11·6*	*+9·5*	*+15·4*	*+16·5*	*+16·0*
	1960	8,306	23,074	10,129	3,068	5,064	2,702	2,111
		+6·6	*+18·8*	*+16·8*	*+14·3*	*+21·4*	*+34·4*	*+12·2*
	1961	8,636	25,044	11,207	3,173	5,211	3,153	2,300
		+4·0	*+9·0*	*+10·6*	*+3·4*	*+2·9*	*+16·7*	*+9·0*
	1962	8,840	26,588	11,738	3,488	5,400	3,514	2,448
		+2·4	*+5·2*	*+4·7*	*+9·9*	*+3·6*	*+11·4*	*+6·4*
O.E.C.D. countries in Europe (c)	1954	1,590	5,642	2,592	1,084	913	409	644
		+4·5	*+15·7*	*+21·0*	*+8·5*	*+13·3*	*+6·5*	*+18·2*
	1955	1,684	6,881	3,116	1,331	1,199	503	732
		+5·9	*+22·0*	*+20·2*	*+22·8*	*+31·3*	*+23·0*	*+13·7*
	1956	1,845	7,763	3,702	1,527	1,179	586	769
		+9·6	*+12·8*	*+18·8*	*+14·7*	*−1·7*	*+16·5*	*+5·1*
	1957	1,952	8,617	4,214	1,526	1,260	718	899
		+5·8	*+11·0*	*+13·8*	*−0·1*	*+6·9*	*+22·5*	*+16·9*
	1958	1,895	8,709	4,279	1,445	1,235	719	1,031
		−2·9	*+1·1*	*+1·5*	*−5·3*	*−2·0*	*+0·1*	*+14·7*
	1959	2,072	10,158	4,795	1,629	1,605	921	1,208
		+9·3	*+16·6*	*+12·1*	*+12·7*	*+30·0*	*+28·1*	*+17·2*
	1960	2,292	12,767	5,826	2,026	2,151	1,300	1,464
		+10·6	*+25·7*	*+21·5*	*+24·4*	*+34·0*	*+41·2*	*+21·2*
	1961	2,772	14,747	6,793	2,224	2,510	1,629	1,591
		+20·9	*+15·5*	*+16·6*	*+9·8*	*+16·7*	*+25·3*	*+8·7*
	1962	3,133	16,506	7,425	2,514	2,913	1,897	1,757
		+13·0	*+11·9*	*+9·3*	*+13·0*	*+16·1*	*+16·5*	*+10·4*
European Free Trade Area (including United Kingdom)	1954	603	2,359	1,273	322	342	172	250
		+6·2	*+17·2*	*+26·0*	*−6·7*	*+15·2*	*+9·6*	*+22·5*
	1955	593	2,782	1,511	363	437	197	274
		−1·7	*+17·9*	*+18·7*	*+12·7*	*+27·8*	*+14·5*	*+9·6*
	1956	627	3,080	1,757	403	442	221	257
		+5·7	*+10·7*	*+16·3*	*+11·0*	*+1·1*	*+12·2*	*−6·2*
	1957	660	3,467	2,032	391	464	278	302
		+5·3	*+12·6*	*+15·7*	*−3·0*	*+5·0*	*+25·8*	*+17·5*
	1958	654	3,557	2,156	353	422	276	350
		−0·9	*+2·6*	*+6·1*	*−9·7*	*−9·1*	*−0·7*	*+15·9*
	1959	722	4,066	2,368	404	532	349	413
		+10·4	*+14·3*	*+9·8*	*+14·4*	*+26·1*	*+26·4*	*+18·0*
	1960	782	5,001	2,874	475	710	470	472
		+8·3	*+23·0*	*+21·4*	*+17·6*	*+33·5*	*+34·7*	*+14·3*
	1961	935	5,507	3,189	503	729	574	512
		+19·6	*+10·1*	*+11·0*	*+5·9*	*+2·7*	*+22·1*	*+8·5*
	1962	1,014	5,713	3,277	476	831	604	525
		+8·4	*+3·7*	*+2·8*	*−5·7*	*+14·0*	*+5·2*	*+2·5*
United Kingdom	1954	—	500	172	89	105	50	84
		—	*−3·1*	*+4·9*	*−27·0*	*−6·3*	*+2·0*	*+21·7*
	1955	—	647	219	111	147	62	108
		—	*+29·4*	*+27·3*	*+24·7*	*+40·0*	*+24·0*	*+28·6*
	1956	—	711	271	145	141	65	89
		—	*+9·9*	*+23·7*	*+30·6*	*−4·1*	*+4·8*	*−17·6*
	1957	—	744	308	126	133	78	99
		—	*+4·6*	*+13·7*	*−13·1*	*−5·7*	*+20·0*	*+11·2*
	1958	—	744	314	119	112	88	111
		—	Nil	*+1·9*	*−5·6*	*−15·8*	*+12·8*	*+12·1*
	1959	—	919	361	151	140	128	139
		—	*+23·5*	*+15·0*	*+26·9*	*+25·0*	*+45·5*	*+25·2*
	1960	—	1,194	473	165	215	164	177
		—	*+29·9*	*+31·0*	*+9·3*	*+53·6*	*+28·1*	*+27·3*
	1961	—	1,204	477	157	192	195	183
		—	*+0·8*	*+0·8*	*−4·9*	*−10·7*	*+18·9*	*+3·4*
	1962	—	1,183	441	160	199	175	208
		—	*−1·8*	*−7·6*	*+1·9*	*+3·6*	*−10·3*	*+13·2*
European Economic Community	1954	678	2,832	1,093	717	480	179	363
		+1·8	*+19·3*	*+20·2*	*+18·3*	*+20·9*	*+20·1*	*+16·0*
	1955	754	3,512	1,307	918	625	231	431
		+11·2	*+24·0*	*+19·6*	*+28·0*	*+30·2*	*+29·1*	*+18·7*
	1956	873	4,114	1,642	1,066	632	292	482
		+15·8	*+17·1*	*+25·6*	*+16·1*	*+1·1*	*+26·4*	*+11·8*
	1957	971	4,585	1,901	1,079	695	348	562
		+11·2	*+11·4*	*+15·8*	*+1·2*	*+10·0*	*+19·2*	*+16·6*
	1958	902	4,550	1,820	1,035	702	357	636
		−7·1	*−0·8*	*−4·3*	*−4·1*	*+1·0*	*+2·6*	*+13·2*
	1959	1,007	5,454	2,087	1,161	975	484	747
		+11·6	*+19·9*	*+14·7*	*+12·2*	*+38·9*	*+35·6*	*+17·5*
	1960	1,130	7,055	2,603	1,476	1,312	723	941
		+12·2	*+29·3*	*+24·7*	*+27·1*	*+34·6*	*+49·4*	*+26·0*
	1961	1,389	8,403	3,209	1,644	1,610	922	1,018
		+22·9	*+19·1*	*+23·3*	*+11·4*	*+22·7*	*+27·5*	*+8·0*
	1962	1,587	9,779	3,666	1,945	1,856	1,145	1,167
		+14·3	*+16·4*	*+14·2*	*+18·3*	*+15·3*	*+24·2*	*+14·6*
United States	1954	295	699	257	171	105	80	86
		−8·1	*−12·5*	*−1·5*	*−9·5*	*−21·6*	*−20·0*	*−18·9*
	1955	361	911	342	222	148	105	94
		+22·4	*+30·3*	*+33·1*	*+29·8*	*+41·0*	*+31·3*	*+9·3*
	1956	531	1,185	457	286	171	155	116
		+47·1	*+30·1*	*+33·6*	*+28·8*	*+15·5*	*+47·6*	*+23·4*
	1957	531	1,264	558	247	187	177	95
		Nil	*+6·7*	*+22·1*	*−13·6*	*+9·4*	*+14·2*	*−18·1*
	1958	598	1,409	600	271	248	189	101
		+12·6	*+11·5*	*+7·5*	*+9·7*	*+32·6*	*+6·8*	*+6·3*
	1959	819	2,085	862	423	402	278	120
		+37·0	*+48·0*	*+43·7*	*+56·1*	*+62·1*	*+47·1*	*+18·8*
	1960	713	1,942	849	335	331	322	105
		−12·9	*−6·9*	*−1·5*	*−20·8*	*−17·7*	*+15·8*	*−12·5*
	1961	569	1,908	818	334	342	316	98
		−20·2	*−1·8*	*−4·8*	*−0·3*	*+3·3*	*−1·9*	*−6·7*
	1962	687	2,117	910	378	351	371	107
		+20·7	*+11·0*	*+11·2*	*+13·2*	*+2·6*	*+17·4*	*+9·2*
Canada	1954	307	93	40	22	15	7	9
		−16·1	*−4·1*	*+33·3*	*−26·7*	*−25·0*	*−12·5*	Nil
	1955	325	122	54	28	19	10	11
		+5·9	*+31·2*	*+35·0*	*+27·3*	*+26·7*	*+42·9*	*+22·2*
	1956	434	184	84	48	23	16	13
		+33·5	*+50·8*	*+55·6*	*+71·4*	*+21·1*	*+60·0*	*+18·2*
	1957	477	191	92	40	25	21	13
		+9·9	*+3·8*	*+9·5*	*−16·7*	*+8·7*	*+31·3*	Nil
	1958	459	206	102	33	34	22	15
		−3·7	*+7·9*	*+10·9*	*+17·5*	*+36·0*	*+4·8*	*+15·4*
	1959	510	264	130	42	49	24	19
		+11·1	*+28·2*	*+27·5*	*+27·3*	*+44·1*	*+9·1*	*+26·7*
	1960	528	262	125	40	44	32	21
		+3·5	*−0·8*	*−3·8*	*−4·8*	*−10·2*	*+33·3*	*+10·5*
	1961	548	275	129	42	45	36	23
		+3·8	*+5·0*	*+3·2*	*+5·0*	*+2·3*	*+12·5*	*+9·5*
	1962	452	277	134	41	43	36	23
		−17·5	*+0·7*	*+3·9*	*−2·4*	*−4·4*	Nil	Nil

TABLE VI.—EXPORTS OF MANUFACTURES BY MARKET (*continued*)

U.S. dollar million: percentage change over year earlier in italics

Sweden	Switzerland	United States (*b*)	Canada	Japan	Total	Exporter / Market	
812 *+15·3*	1,115 *+2·5*	7,477 *+4·4*	1,821 *−0·3*	1,389 *+33·4*	29,555 *+8·1*	1954	World
892 *+9·9*	1,199 *+7·5*	8,321 *+11·3*	2,061 *+13·2*	1,744 *+25·6*	33,766 *+14·2*	1955	
1,045 *+17·2*	1,324 *+10·4*	9,718 *+16·8*	2,244 *+8·9*	2,181 *+25·1*	38,297 *+13·5*	1956	
1,200 *+14·8*	1,437 *+8·5*	10,831 *+11·1*	2,350 *+4·7*	2,538 *+16·4*	42,472 *+10·9*	1957	
1,263 *+5·3*	1,419 *−1·3*	9,772 *−9·8*	2,231 *−5·1*	2,509 *−1·1*	41,824 *−1·5*	1958	
1,361 *+7·8*	1,543 *+8·7*	9,630 *−1·5*	2,390 *+7·1*	3,032 *+20·8*	45,168 *+8·0*	1959	
1,604 *+17·9*	1,722 *+11·3*	11,338 *+17·8*	2,517 *+5·3*	3,601 *+18·8*	52,162 *+15·5*	1960	
1,795 *+11·9*	1,873 *+8·8*	11,348 *+0·1*	2,521 *+0·2*	3,764 *+4·5*	54,981 *+5·4*	1961	
1,991 *+10·9*	2,031 *+8·4*	11,926 *+5·1*	2,634 *+4·5*	4,350 *+15·6*	58,360 *+6·1*	1962	
492 *+21·8*	596 *+5·3*	1,281 *+10·1*	327 *+22·9*	89 *+20·3*	10,017 *+12·9*	1954	O.E.C.D. countries in
560 *+13·8*	638 *+7·5*	1,629 *+27·2*	404 *+23·5*	115 *+29·2*	11,911 *+18·9*	1955	Europe (*c*)
618 *+10·4*	728 *+14·1*	1,744 *+7·1*	425 *+5·2*	147 *+27·8*	13,270 *+11·4*	1956	
709 *+14·7*	788 *+8·2*	1,979 *+13·5*	489 *+15·1*	211 *+43·5*	14,745 *+11·1*	1957	
720 *+1·6*	803 *+1·9*	1,787 *−9·7*	550 *+12·5*	181 *−14·2*	14,645 *−0·7*	1958	
772 *+7·2*	872 *+8·6*	1,948 *+9·0*	469 *−14·7*	203 *+12·2*	16,494 *+12·6*	1959	
933 *+20·9*	992 *+13·8*	3,146 *+61·5*	612 *+30·5*	303 *+49·3*	21,045 *+27·6*	1960	
1,129 *+21·0*	1,102 *+11·1*	3,066 *−2·5*	555 *−9·3*	391 *+29·0*	23,762 *+12·9*	1961	
1,235 *+9·4*	1,227 *+11·3*	3,256 *+6·2*	548 *−1·3*	463 *+18·4*	26,368 *+11·0*	1962	
302 *+25·3*	168 *+9·8*	458 *+4·3*	254 *+23·9*	31 *−27·9*	4,175 *+14·0*	1954	European Free Trade
339 *+12·3*	180 *+7·1*	646 *+41·0*	317 *+24·8*	55 *+77·4*	4,912 *+17·7*	1955	Area (including United
353 *+4·1*	193 *+7·2*	626 *−3·1*	344 *+8·5*	54 *−1·8*	5,277 *+7·4*	1956	Kingdom)
422 *+19·5*	218 *+13·0*	691 *+19·2*	344 Nil	104 *+92·6*	5,906 *+11·9*	1957	
438 *+3·8*	221 *+1·4*	617 *−10·7*	322 *−6·4*	79 *−24·0*	5,888 *−0·3*	1958	
463 *+5·7*	242 *+9·5*	709 *+14·9*	341 *+5·9*	96 *+21·5*	6,639 *+12·8*	1959	
535 *+15·6*	278 *+14·9*	1,242 *+75·2*	428 *+25·5*	136 *+41·7*	8,402 *+26·6*	1960	
637 *+19·1*	308 *+10·8*	1,057 *−14·9*	398 *−7·0*	175 *+28·7*	9,017 *+7·3*	1961	
673 *+5·7*	347 *+12·6*	1,082 *+2·4*	391 *−1·8*	194 *+10·9*	9,414 *+4·4*	1962	
78 *+34·5*	57 *+11·8*	211 *+2·4*	234 *+25·1*	23 *−11·5*	1,103 *+5·7*	1954	United Kingdom
96 *+23·1*	64 *+12·3*	336 *+59·2*	292 *+24·8*	33 *+43·5*	1,468 *+33·1*	1955	
98 *+2·1*	70 *+9·4*	278 *−17·3*	320 *+9·6*	19 *−42·4*	1,496 *+1·9*	1956	
111 *+13·3*	76 *+8·6*	334 *+20·1*	316 *−1·3*	31 *+63·2*	1,612 *+7·8*	1957	
110 *−0·9*	78 *+2·6*	313 *−6·3*	296 *−6·3*	20 *−35·5*	1,561 *−3·2*	1958	
118 *+7·3*	89 *+14·1*	339 *+8·3*	304 *+2·7*	32 *+60·0*	1,801 *+15·4*	1959	
144 *+22·0*	102 *+14·6*	711 *+109·7*	388 *+27·6*	44 *+37·5*	2,583 *+43·4*	1960	
171 *+18·8*	111 *+8·8*	549 *−22·8*	360 *−7·0*	62 *+40·9*	2,457 *−4·9*	1961	
166 *−2·9*	124 *+11·7*	524 *−4·6*	338 *−6·1*	83 *+33·9*	2,418 *−1·6*	1962	
163 *+19·0*	384 *+3·2*	689 *+14·1*	60 *+7·1*	42 *+82·6*	4,848 *+14·6*	1954	European Economic
191 *+17·2*	408 *+6·3*	837 *+21·5*	80 *+33·3*	47 *+11·9*	5,829 *+20·2*	1955	Community
242 *+26·7*	490 *+20·1*	949 *+13·4*	75 *−5·0*	60 *+27·7*	6,803 *+16·7*	1956	
260 *+7·4*	520 *+5·1*	1,060 *+10·6*	135 *+77·6*	87 *+45·0*	7,618 *+12·0*	1957	
260 Nil	523 *+0·6*	991 *−6·5*	215 *+59·3*	76 *−12·6*	7,517 *−1·3*	1958	
279 *+7·3*	582 *+11·3*	1,072 *+8·2*	116 *−46·0*	69 *−9·2*	8,579 *+14·1*	1959	
368 *+31·9*	664 *+14·1*	1,708 *+59·3*	168 *+44·8*	107 *+55·1*	11,200 *+30·6*	1960	
454 *+23·4*	737 *+11·0*	1,796 *+5·2*	143 *−14·9*	138 *+29·0*	13,060 *+16·6*	1961	
514 *+13·2*	810 *+9·9*	1,901 *+5·8*	138 *−3·5*	198 *+43·5*	14,927 *+14·3*	1962	
33 *−8·3*	140 *−25·1*	— —	1,247 *−5·2*	193 *+21·4*	2,607 *−7·2*	1954	United States
44 *+33·3*	140 Nil	— —	1,378 *+10·5*	350 *+81·3*	3,184 *+22·1*	1955	
55 *+25·0*	167 *+1·3*	— —	1,504 *+9·1*	435 *+24·3*	3,877 *+21·8*	1956	
67 *+21·8*	167 Nil	— —	1,463 *−2·7*	497 *+14·3*	3,989 *+2·9*	1957	
85 *+26·9*	142 *−15·5*	— —	1,359 *−7·1*	575 *+15·7*	4,168 *+4·5*	1958	
126 *+48·2*	174 *+22·5*	— —	1,600 *+17·7*	904 *+57·2*	5,703 *+37·0*	1959	
125 *−0·8*	175 Nil	— —	1,498 *−6·4*	956 *+5·8*	5,409 *−5·2*	1960	
101 *−19·2*	173 *−1·2*	— —	1,547 *+3·8*	918 *−4·0*	5,216 *−3·6*	1961	
125 *+23·8*	195 *+12·6*	— —	1,699 *+9·8*	1,232 *+34·2*	6,055 *+16·1*	1962	
9 Nil	20 *−4·8*	1,945 *−8·7*	— —	16 *+3·3*	2,390 *−9·4*	1954	Canada
11 *+22·2*	23 *+15·0*	2,330 *+99·8*	— —	40 *+150·0*	2,851 *+19·3*	1955	
16 *+45·5*	25 *+8·7*	2,939 *+26·1*	— —	56 *+40·0*	3,654 *+28·2*	1956	
13 *−18·8*	28 *+12·0*	2,874 *−2·2*	— —	56 Nil	3,639 *−0·4*	1957	
13 Nil	32 *+14·3*	2,533 *−11·9*	— —	69 *+23·2*	3,312 *−9·0*	1958	
17 *+30·8*	33 *+3·1*	2,731 *+7·8*	— —	106 *+53·6*	3,661 *+10·6*	1959	
20 *+17·6*	31 *−6·1*	2,728 *−0·1*	— —	110 *+3·8*	3,679 *+0·5*	1960	
22 *+10·0*	31 Nil	2,634 *−3·4*	— —	107 *−2·7*	3,617 *−1·7*	1961	
22 Nil	32 *+4·2*	2,785 *+5·7*		115 *+7·5*	3,683 *+1·8*	1962	

For notes see end of Table.

TABLE VI.—EXPORTS OF MANUFACTURES BY MARKET (*continued*)

U.S. dollar million: percentage change over year earlier in italics

Market \ Exporter		United Kingdom (*a*)	Total E.E.C.	German Federal Republic	Belgium-Luxembourg	France	Italy	Netherlands (*e*)
Latin America	1954	294 *+6·1*	1,045 *+18·6*	503 *+18·9*	102 *+27·5*	223 *+6·7*	138 *+39·4*	79 *+12·9*
	1955	290 *−1·4*	1,127 *+7·8*	495 *−1·6*	114 *+11·8*	238 *+6·7*	172 *+24·6*	108 *+36·7*
	1956	349 *+20·3*	1,107 *−1·8*	564 *+13·9*	113 *−0·9*	168 *−29·4*	183 *+6·4*	79 *−26·9*
	1957	427 *+22·3*	1,366 *+23·4*	690 *+22·3*	171 *+51·3*	197 *+17·3*	218 *+19·1*	90 *+13·9*
	1958	388 *−9·1*	1,412 *+3·4*	694 *+0·6*	164 *−4·1*	196 *−0·5*	256 *+17·4*	102 *+13·3*
	1959	403 *+3·9*	1,412 Nil	704 *+1·4*	136 *−17·1*	218 *+11·2*	239 *−6·6*	115 *+12·7*
	1960	446 *+10·7*	1,478 *+4·7*	736 *+4·5*	130 *−4·4*	249 *+14·2*	257 *+7·5*	106 *−7·8*
	1961	425 *−4·7*	1,621 *+9·7*	838 *+13·9*	120 *−7·7*	258 *+3·6*	294 *+14·4*	111 *+4·7*
	1962	413 *−2·8*	1,553 *−4·2*	772 *−10·1*	127 *+5·8*	267 *+3·5*	296 *+0·7*	91 *−18·1*
Non-O.E.C.D. Area (*d*) Sterling	1954	2,907 *+6·5*	851 *+17·1*	372 *+21·6*	140 *+34·6*	105 *+5·0*	118 Nil	116 *+17·2*
	1955	3,124 *+7·5*	1,023 *+20·2*	474 *+27·4*	158 *+12·9*	139 *+32·4*	120 *+1·7*	132 *+13·8*
	1956	3,152 *+0·9*	1,203 *+17·6*	565 *+19·2*	186 *+17·7*	153 *+10·1*	164 *+36·7*	135 *+2·3*
	1957	3,327 *+5·6*	1,387 *+15·3*	727 *+28·7*	171 *−8·1*	169 *+10·5*	179 *+9·1*	141 *+4·4*
	1958	3,244 *−2·5*	1,417 *+2·2*	779 *+7·2*	154 *−9·9*	160 *−5·3*	173 *−3·4*	151 *+7·1*
	1959	3,069 *−5·4*	1,401 *−1·1*	774 *−0·6*	127 *−17·5*	162 *+1·3*	163 *−5·8*	175 *+15·9*
	1960	3,260 *+6·2*	1,664 *+18·8*	858 *+10·9*	171 *+34·6*	214 *+32·1*	255 *+56·4*	166 *−5·2*
	1961	3,141 *−3·7*	1,584 *−4·8*	809 *−5·7*	155 *−9·4*	176 *−17·8*	251 *−1·6*	193 *+16·3*
	1962	2,981 *−5·1*	1,625 *+2·6*	803 *−0·7*	140 *−9·7*	195 *+10·8*	283 *+14·7*	199 *+3·1*
Other countries	1954	550 *+4·0*	2,671 *+9·4*	657 *+31·7*	284 *−13·4*	1,343 *+9·0*	182 *−3·2*	205 *+5·1*
	1955	737 *+34·0*	2,945 *+10·3*	767 *+16·7*	314 *+10·6*	1,413 *+5·2*	230 *+26·4*	221 *+7·8*
	1956	886 *+20·2*	3,146 *+6·8*	946 *+23·3*	377 *+20·1*	1,319 *−6·7*	256 *+11·3*	248 *+12·2*
	1957	880 *−0·7*	3,699 *+17·6*	1,187 *+25·5*	377 Nil	1,572 *+19·2*	308 *+20·3*	255 *+2·8*
	1958	862 *−2·1*	4,032 *+9·0*	1,317 *+11·0*	383 *+1·6*	1,742 *+10·8*	368 *+19·5*	222 *−12·9*
	1959	917 *+6·4*	4,101 *+1·7*	1,410 *+7·1*	326 *−14·9*	1,737 *−0·3*	384 *+4·3*	244 *+9·9*
	1960	1,066 *+16·2*	4,961 *+21·0*	1,735 *+23·0*	366 *+12·3*	2,076 *+19·5*	535 *+39·3*	249 *+2·0*
	1961	1,181 *+10·8*	4,912 *−0·9*	1,820 *+4·9*	298 *−18·6*	1,880 *−9·4*	630 *+17·8*	284 *+14·1*
	1962	1,175 *−0·5*	4,510 *−8·2*	1,694 *−6·9*	288 *−3·4*	1,631 *−13·2*	626 *−0·6*	271 *−4·6*

TABLE VI.—EXPORTS OF MANUFACTURES BY MARKET (*continued*)

U.S. dollar million: percentage change over year earlier in italics

Sweden	Switzerland	United States (*b*)	Canada	Japan	Total	Exporter / Market		
94 *+8·0*	114 *+23·9*	2,535 *+12·5*	107 *−12·3*	189 *+96·9*	4,378 *+15·0*	1954	Latin America	
80 *−13·5*	116 *+1·8*	2,500 *−1·4*	102 *−4·7*	175 *−7·4*	4,391 *+0·3*	1955		
111 *+37·0*	112 *−3·4*	2,919 *+16·8*	119 *+16·7*	161 *−8·0*	4,878 *+11·1*	1956		
133 *+19·8*	125 *+11·6*	3,704 *+26·9*	179 *+50·4*	149 *−7·5*	6,083 *+24·7*	1957		
155 *+16·5*	130 *+4·0*	3,277 *−11·5*	122 *−31·8*	189 *+26·8*	5,673 *−6·8*	1958		
112 *−27·7*	129 *−0·8*	2,682 *−18·2*	113 *−7·4*	220 *+16·4*	5,071 *−10·6*	1959		
123 *+9·8*	137 *+6·2*	2,709 *+1·0*	114 *−0·9*	269 *+22·3*	5,276 *+4·0*	1960		
118 *−4·1*	152 *+10·9*	2,632 *−2·8*	141 *+23·7*	311 *+15·6*	5,400 *+2·4*	1961		
116 *−1·7*	160 *+5·3*	2,550 *−3·1*	128 *−9·2*	312 *+0·3*	5,232 *−3·1*	1962		
70 *+20·7*	88 *+18·9*	618 *+18·6*	106 *+10·4*	392 *+64·0*	5,032 *+13·2*	1954	Non-O.E.C.D. Sterling	
77 *+10·0*	95 *+8·0*	744 *+20·4*	142 *+34·0*	524 *+33·7*	5,729 *+13·9*	1955	Area (*d*)	
92 *+19·5*	103 *+8·4*	815 *+9·5*	153 *+7·7*	566 *+8·0*	6,084 *+6·2*	1956		
94 *+2·2*	113 *+9·7*	935 *+14·7*	153 Nil	665 *+17·5*	6,674 *+9·7*	1957		
90 *−4·3*	113 Nil	797 *−14·6*	160 *+4·6*	605 *−9·0*	6,426 *−3·7*	1958		
92 *+2·2*	111 *−1·8*	902 *+13·2*	155 *−3·1*	677 *+11·9*	6,407 *−0·3*	1959		
114 *+23·9*	161 *+15·0*	1,211 *+34·0*	219 *+41·3*	924 *+36·5*	7,553 *+17·9*	1960		
135 *+18·4*	158 *−1·9*	1,167 *−3·6*	195 *−11·0*	871 *−5·7*	7,251 *−4·0*	1961		
147 *+8·9*	177 *+12·2*	1,519 *+30·2*	202 *+3·6*	992 *+13·9*	7,643 *+5·4*	1962		
113 *+2·7*	157 *+6·1*	1,098 *+0·6*	34 *+17·2*	510 *+10·6*	5,133 *+6·7*	1954	Other countries	
119 *+5·3*	187 *+19·1*	1,118 *+1·8*	35 *+2·9*	540 *+5·9*	5,681 *+10·7*	1955		
153 *+28·6*	189 *+1·1*	1,301 *+16·4*	43 *+22·9*	816 *+51·1*	6,534 *+15·0*	1956		
184 *+20·3*	216 *+14·3*	1,339 *+2·9*	66 *+53·5*	960 *+17·6*	7,344 *+12·4*	1957		
200 *+8·7*	199 *−7·9*	1,378 *+2·9*	40 *−39·4*	890 *−7·3*	7,601 *+3·5*	1958		
242 *+21·0*	224 *+12·6*	1,367 *−0·8*	53 *+32·5*	922 *+3·6*	7,826 *+3·0*	1959		
289 *+19·4*	226 *+0·9*	1,544 *+12·9*	75 *+41·5*	1,040 *+12·8*	9,201 *+17·6*	1960		
290 *+0·3*	257 *+13·7*	1,849 *+19·8*	83 *+10·7*	1,165 *+12·0*	9,737 *+5·8*	1961		
346 *+19·3*	240 *−6·6*	1,816 *−1·8*	57 *−31·3*	1,236 *+6·1*	9,380 *−3·7*	1962		

(*a*) Including the Channel Islands from 1959. Figures prior to 1959 are not completely comparable with later figures because of re-classification of parcel post and second-hand aircraft.

(*b*) Excluding United States Special Category exports. During 1957 certain Special Category items (amounting to approximately U.S. $185 million) were de-restricted. Figures from 1958 onwards include these former Special Category goods and are not therefore strictly comparable with previous periods.

(*c*) Including Spain.

(*d*) Sterling Area excluding United Kingdom, Iceland and Ireland.

(*e*) 1960, 1961 and 1962 figures include some estimation.

TABLE VII.—EXPORTS OF MANUFACTURES BY COMMODITY

U.S. dollar million: percentage change over year earlier in italics

S.I.T.C. Category		United Kingdom (a)		Total E.E.C.		German Federal Republic (b)		Belgium-Luxembourg		France (c)		Italy		Netherlands	
Total Manufactures (Sections 5 to 8)	1954	5,943	—	10,998	—	4,420	—	1,804	—	2,703	—	933	—	1,138	—
	1955	6,521	*+10*	13,008	*+18*	5,248	*+19*	2,167	*+20*	3,156	*+17*	1,139	*+22*	1,298	*+14*
	1956	7,197	*+10*	14,588	*+12*	6,318	*+20*	2,537	*+17*	3,013	*−5*	1,360	*+19*	1,360	*+5*
	1957	7,594	*+6*	16,522	*+13*	7,467	*+18*	2,532	Nil	3,410	*+13*	1,620	*+19*	1,493	*+10*
	1958	7,446	*−2*	17,184	*+4*	7,771	*+4*	2,450	*−3*	3,615	*+6*	1,726	*+7*	1,622	*+9*
	1959	7,790	*+5*	19,422	*+13*	8,675	*+12*	2,683	*+10*	4,173	*+15*	2,010	*+17*	1,881	*+16*
	1960	8,306	*+7*	23,074	*+19*	10,129	*+17*	3,068	*+14*	5,064	*+21*	2,702	*+34*	2,111	*+12*
	1961	8,636	*+4*	25,044	*+9*	11,207	*+11*	3,173	*+3*	5,211	*+3*	3,153	*+17*	2,300	*+9*
	1962	8,840	*+2*	26,588	*+6*	11,738	*+5*	3,488	*+10*	5,400	*+4*	3,514	*+11*	2,448	*+6*
Chemicals (Section 5)	1954	577	—	1,398	—	605	—	174	—	336	—	111	—	172	—
	1955	660	*+14*	1,557	*+11*	680	*+12*	186	*+7*	370	*+10*	127	*+15*	193	*+12*
	1956	692	*+5*	1,718	*+10*	778	*+14*	205	*+10*	367	*−1*	152	*+19*	216	*+12*
	1957	755	*+9*	1,955	*+14*	903	*+16*	219	*+7*	414	*+13*	156	*+3*	263	*+22*
	1958	743	*−2*	2,042	*+4*	940	*+4*	231	*+6*	429	*+4*	169	*+8*	273	*+4*
	1959	827	*+11*	2,362	*+16*	1,105	*+17*	258	*+12*	472	*+10*	208	*+24*	319	*+17*
	1960	893	*+8*	2,709	*+15*	1,261	*+14*	254	*−2*	594	*+26*	263	*+26*	337	*+6*
	1961	917	*+3*	2,966	*+9*	1,384	*+10*	249	*−2*	633	*+7*	323	*+23*	377	*+12*
	1962	962	*+5*	3,120	*+5*	1,445	*+4*	252	*+1*	655	*+3*	360	*+11*	408	*+8*
Textiles other than Wool Tops (Division 65)	1954	899	—	1,513	—	268	—	292	—	498	—	263	—	192	—
	1955	859	*−4*	1,558	*+3*	300	*+12*	294	*+1*	487	*−2*	275	*+5*	203	*+5*
	1956	816	*−5*	1,553	Nil	300	Nil	321	*+9*	418	*−14*	300	*+9*	214	*+6*
	1957	834	*+2*	1,658	*+7*	323	*+8*	336	*+5*	437	*+4*	334	*+11*	228	*+7*
	1958	704	*−16*	1,530	*−8*	303	*−6*	292	*−13*	399	*−9*	299	*−10*	237	*+4*
	1959	685	*−3*	1,721	*+12*	344	*+14*	326	*+12*	439	*+10*	348	*+17*	264	*+11*
	1960	721	*+5*	2,071	*+20*	395	*+15*	385	*+18*	557	*+27*	440	*+26*	294	*+12*
	1961	689	*−4*	2,191	*+6*	415	*+5*	410	*+6*	567	*+2*	490	*+11*	309	*+5*
	1962	686	Nil	2,348	*+7*	444	*+7*	469	*+14*	598	*+5*	513	*+5*	324	*+5*
Cotton Fabrics (Group 652)	1954	232	—	362	—	68	—	49	—	148	—	33	—	63	—
	1955	200	*−14*	346	*−4*	83	*+22*	47	*−5*	115	*−23*	35	*+4*	66	*+6*
	1956	173	*−14*	309	*−11*	72	*−13*	47	*+1*	84	*−26*	32	*−8*	73	*+10*
	1957	170	*−2*	323	*+5*	74	*+3*	49	*+4*	91	*+7*	36	*+13*	73	Nil
	1958	145	*−15*	315	*−3*	71	*−5*	41	*−16*	87	*−4*	38	*+7*	78	*+7*
	1959	130	*−10*	330	*+5*	80	*+13*	44	*+8*	91	*+5*	32	*−18*	83	*+6*
	1960	126	*−3*	417	*+26*	98	*+22*	58	*+32*	125	*+37*	41	*+31*	94	*+14*
	1961	117	*−7*	417	Nil	103	*+5*	61	*+5*	120	*−4*	41	Nil	92	*−2*
	1962	94	*−19*	383	*−8*	89	*−14*	64	*+5*	109	*−9*	33	*−10*	88	*−4*
Woollen and Worsted Fabrics (Item 653·2)	1954	183	—	157	—	13	—	31	—	34	—	54	—	25	—
	1955	196	*+7*	172	*+9*	16	*+19*	29	*−9*	33	*−4*	71	*+32*	23	*−5*
	1956	198	*+1*	198	*+15*	17	*+7*	36	*+26*	33	*+1*	89	*+25*	23	*−3*
	1957	207	*+5*	230	*+16*	19	*+11*	42	*+16*	35	*+5*	109	*+22*	25	*+11*
	1958	178	*−14*	203	*−12*	17	*−11*	37	*−11*	32	*−9*	92	*−15*	25	*−1*
	1959	180	*+1*	233	*+14*	21	*+27*	43	*+14*	34	*+8*	105	*+13*	30	*+20*
	1960	184	*+2*	269	*+15*	23	*+8*	48	*+13*	40	*+17*	124	*+19*	33	*+9*
	1961	178	*−3*	286	*+6*	23	Nil	54	*+13*	41	*+3*	135	*+9*	33	Nil
	1962	174	*−3*	306	*+7*	26	*+13*	56	*+4*	46	*+12*	145	*+7*	33	Nil
Fabrics of Synthetic and other Man-made Fibres (Items 653·5, ·6, and ·8)	1954	79	—	219	—	81	—	13	—	63	—	45	—	17	—
	1955	60	*−24*	205	*−6*	78	*−4*	14	*+5*	60	*−4*	35	*−22*	19	*+7*
	1956	51	*−15*	205	Nil	78	Nil	18	*+28*	55	*−9*	35	*+1*	19	*+4*
	1957	47	*−8*	214	*+4*	78	*+1*	21	*+21*	57	*+5*	37	*+4*	21	*+9*
	1958	38	*−19*	198	*−7*	70	*−11*	21	*−3*	56	*−2*	29	*−22*	22	*+2*
	1959	31	*−18*	212	*+7*	73	*+5*	25	*+19*	51	*−10*	44	*+52*	20	*−8*
	1960	30	*−2*	244	*+15*	81	*+10*	26	*+6*	57	*+13*	60	*+38*	20	Nil
	1961	29	*−3*	270	*+11*	85	*+5*	36	*+38*	55	*−4*	72	*+20*	22	*+10*
	1962	32	*+11*	332	*+23*	98	*+15*	51	*+42*	66	*+20*	84	*+17*	33	*+50*
Base Metals and Miscellaneous Manufactures of Metal (Divisions 67, 68, and 69 excluding Group 681)	1954	821	—	2,407	—	753	—	760	—	626	—	76	—	192	—
	1955	957	*+17*	3,094	*+29*	893	*+19*	984	*+30*	872	*+39*	122	*+61*	223	*+16*
	1956	1,114	*+16*	3,641	*+18*	1,217	*+36*	1,173	*+19*	837	*−4*	189	*+55*	225	*+1*
	1957	1,232	*+11*	4,015	*+10*	1,506	*+24*	1,139	*−3*	891	*+7*	226	*+20*	253	*+12*
	1958	1,151	*−7*	3,802	*−5*	1,350	*−10*	1,036	*−9*	902	*+1*	242	*+7*	272	*+8*
	1959	1,200	*+4*	4,278	*+13*	1,574	*+17*	1,105	*+7*	1,048	*+16*	258	*+7*	293	*+8*
	1960	1,242	*+4*	5,160	*+21*	1,951	*+24*	1,359	*+23*	1,186	*+13*	331	*+28*	329	*+12*
	1961	1,250	*+1*	5,165	Nil	2,050	*+5*	1,276	*−6*	1,203	*+2*	313	*−5*	323	*−2*
	1962	1,255	Nil	5,036	*−3*	2,012	*−2*	1,321	*+4*	1,086	*−10*	318	*+2*	299	*−7*

TABLE VII.—EXPORTS OF MANUFACTURES BY COMMODITY (*continued*)

U.S. dollar million: percentage change over year earlier in italics

Sweden		Switzerland		United States (*d*)		Canada		Japan		Total		S.I.T.C. Category	
812	—	1,115	—	7,477	—	1,821	—	1,389	—	29,555	—	1954	Total Manufactures
892	*+10*	1,199	*+8*	8,321	*+11*	2,061	*+13*	1,744	*+26*	33,746	*+14*	1955	(Sections 5 to 8)
1,045	*+17*	1,324	*+10*	9,718	*+17*	2,244	*+9*	2,181	*+25*	38,297	*+14*	1956	
1,200	*+15*	1,437	*+9*	10,831	*+11*	2,350	*+5*	2,538	*+16*	42,472	*+11*	1957	
1,263	*+5*	1,419	*−1*	9,772	*−11*	2,231	*−5*	2,509	*−1*	41,824	*−2*	1958	
1,361	*+8*	1,543	*+9*	9,630	*−1*	2,390	*+7*	3,032	*+21*	45,168	*+8*	1959	
1,604	*+18*	1,722	*+12*	11,338	*+18*	2,517	*+5*	3,601	*+19*	52,162	*+16*	1960	
1,795	*+12*	1,873	*+9*	11,348	Nil	2,521	Nil	3,764	*+5*	54,981	*+5*	1961	
1,991	*+11*	2,031	*+8*	11,926	*+5*	2,634	*+4*	4,350	*+16*	58,360	*+6*	1962	
39	—	208	—	1,002	—	199	—	79	—	3,502	—	1954	Chemicals
45	*+18*	215	*+3*	1,107	*+10*	246	*+23*	94	*+19*	3,924	*+12*	1955	(Section 5)
51	*+12*	235	*+9*	1,260	*+14*	271	*+10*	107	*+14*	4,334	*+10*	1956	
50	*−1*	258	*+10*	1,400	*+11*	244	*−10*	126	*+18*	4,788	*+10*	1957	
57	*+13*	258	Nil	1,362	*−3*	232	*−5*	138	*+9*	4,832	*+1*	1958	
66	*+17*	306	*+19*	1,502	*+10*	243	*+5*	167	*+21*	5,473	*+13*	1959	
74	*+12*	362	*+18*	1,702	*+13*	189	*−22*	169	*+2*	6,098	*+11*	1960	
80	*+8*	387	*+7*	1,756	*+3*	183	*−3*	189	*+12*	6,478	*+6*	1961	
89	*+11*	416	*+8*	1,845	*+5*	201	*+10*	261	*+38*	6,894	*+6*	1962	
12	—	154	—	460	—	15	—	550	—	3,603	—	1954	Textiles other than Wool
13	*+5*	166	*+7*	455	*−1*	14	*−7*	585	*+6*	3,650	*+1*	1955	Tops
15	*+16*	176	*+6*	453	Nil	13	*−3*	693	*+19*	3,719	*+2*	1956	(Division 65)
17	*+12*	183	*+4*	476	*+5*	18	*+35*	815	*+17*	4,001	*+5*	1957	
17	*+1*	170	*−7*	441	*−7*	15	*−17*	705	*−13*	3,582	*−11*	1958	
21	*+23*	186	*+9*	457	*+4*	18	*+20*	758	*+7*	3,845	*+7*	1959	
25	*+21*	189	*+1*	493	*+8*	32	*+81*	924	*+22*	4,455	*+16*	1960	
34	*+36*	192	*+2*	492	Nil	29	*−9*	877	*−5*	4,504	*+1*	1961	
39	*+15*	199	*+4*	494	Nil	26	*−10*	922	*+5*	4,714	*+5*	1962	
2	—	40	—	185	—	1	—	252	—	1,214(*e*)	—	1954	Cotton Fabrics
2	*+3*	39	*−4*	167	*−10*	1	*+4*	230	*−9*	1,105(*e*)	*−9*	1955	(Group 652)
3	*+29*	41	*+4*	162	*−3*	1	*−5*	267	*+16*	1,076(*e*)	*−3*	1956	
3	*+6*	41	*+1*	174	*+8*	2	*+37*	317	*+19*	1,165(*e*)	*+8*	1957	
4	*+13*	37	*−8*	161	*−7*	2	*−5*	277	*−13*	1,039(*e*)	*−11*	1958	
4	*+23*	39	*+3*	152	*−5*	2	*+48*	291	*+5*	1,077(*e*)	*+4*	1959	
7	*+60*	40	*+3*	154	*+1*	6	*+176*	351	*+21*	1,224(*e*)	*+14*	1960	
9	*+29*	37	*−7*	149	*−3*	9	*+50*	348	*−1*	1,188(*e*)	*−3*	1961	
9	Nil	35	*−7*	138	*−8*	6	*−32*	341	*−2*	1,102(*e*)	*−7*	1962	
2	—	8	—	2	—	1	—	17	—	310	—	1954	Woollen and Worsted
1	*−7*	8	*+11*	2	*−13*	—	—	28	*+65*	407	*+10*	1955	Fabrics
2	*+27*	9	*+8*	1	*−26*	—	—	33	*+20*	441	*+8*	1956	(Item 653·2)
1	*−25*	10	*+13*	1	*−1*	—	—	45	*+34*	494	*+12*	1957	
1	*−33*	8	*−17*	2	*+7*	—	—	34	*−24*	426	*−14*	1958	
1	*+33*	9	*+10*	1	*−19*	—	—	47	*+39*	471	*+11*	1959	
1	*+10*	9	*−2*	1	Nil	—	—	55	*+15*	519	*+10*	1960	
2	*+100*	9	Nil	1	Nil	—	—	37	*−33*	513	*−1*	1961	
2	Nil	10	*+11*	2	*+11*	—	—	50	*+35*	544	*+6*	1962	
2	—	14	—	112	—	2	—	109	—	537	—	1954	Fabrics of Synthetic
2	*+8*	14	*−3*	112	*−1*	1	*−17*	155	*+42*	549	*+2*	1955	and other Man-
3	*+22*	12	*−5*	112	*+1*	1	*+13*	222	*+43*	606	*+10*	1956	made Fibres
4	*+43*	12	*−4*	109	*−3*	1	*−22*	243	*+10*	630	*+4*	1957	(Items 653·5, ·6, and
3	*−11*	12	*+8*	83	*−24*	1	*−21*	204	*−16*	539	*−14*	1958	·8)
5	*+44*	16	*+28*	88	*+6*	1	*+27*	189	*−8*	542	*+1*	1959	
4	*−20*	16	*+3*	85	*−3*	3	*+162*	216	*+15*	598	*+10*	1960	
5	*+25*	13	*−19*	80	*−6*	1	*−67*	216	Nil	614	*+3*	1961	
7	*+40*	15	*+15*	85	*+6*	1	*+16*	206	*−5*	678	*+10*	1962	
164	—	70	—	953	—	519	—	250	—	5,184	—	1954	Base Metals and Miscel-
197	*+20*	74	*+6*	1,215	*+27*	652	*+6*	386	*+54*	6,575	*+27*	1955	laneous Manufac-
243	*+23*	83	*+12*	1,497	*+23*	720	*+30*	340	*−12*	7,638	*+16*	1956	tures of Metal
252	*+4*	91	*+10*	1,826	*+22*	756	*+5*	323	*−5*	8,495	*+11*	1957	(Divisions 67, 68, and
247	*−2*	99	*+9*	1,284	*−30*	633	*−16*	370	*+15*	7,586	*−11*	1958	69 excluding Group
273	*+11*	115	*+16*	991	*−23*	742	*+17*	401	*+8*	8,000	*+6*	1959	681)
325	*+19*	97	*−17*	1,531	*+54*	869	*+17*	561	*+40*	9,785	*+22*	1960	
356	*+10*	95	*−2*	1,322	*−14*	832	*−4*	559	Nil	9,579	*−2*	1961	
355	Nil	99	*+4*	1,284	*−3*	840	*−4*	742	*+33*	9,611	Nil	1962	

For notes see end of Table.

TABLE VII.—EXPORTS OF MANUFACTURES BY COMMODITY (*continued*)

U.S. dollar million: percentage change over year earlier in italics

S.I.T.C. Category		United Kingdom (a)		Total E.E.C.		German Federal Republic (b)		Belgium-Luxembourg		France (c)		Italy		Netherlands	
Iron and Steel (Division 67)	1954	387	—	1,417	—	364	—	480	—	474	—	33	—	66	—
	1955	437	*+14*	1,929	*+36*	428	*+17*	651	*+36*	693	*+46*	62	*+89*	94	*+44*
	1956	484	*+11*	2,336	*+21*	659	*+54*	793	*+22*	681	*−2*	113	*+80*	91	*−4*
	1957	595	*+23*	2,726	*+17*	943	*+43*	823	*+4*	711	*+4*	138	*+23*	111	*+22*
	1958	526	*−12*	2,510	*−8*	798	*−15*	742	*−10*	690	*−3*	148	*+7*	132	*+19*
	1959	536	*+2*	2,787	*+11*	927	*+16*	752	*+1*	812	*+18*	149	*+1*	148	*+12*
	1960	602	*+12*	3,481	*+25*	1,246	*+34*	954	*+27*	893	*+10*	198	*+33*	189	*+28*
	1961	591	*−2*	3,370	*−3*	1,288	*+3*	853	*−11*	884	*−1*	170	*−14*	175	*−7*
	1962	560	*−5*	3,239	*−4*	1,245	*−2*	884	*+4*	769	*−13*	169	*−1*	172	*−2*
Machinery and Transport Equipment (Section 7)	1954	2,770	—	3,709	—	2,050	—	259	—	718	—	297	—	385	—
	1955	3,051	*+10*	4,374	*+18*	2,467	*+20*	308	*+19*	812	*+13*	371	*+25*	416	*+8*
	1956	3,466	*+14*	5,027	*+15*	2,988	*+21*	363	*+18*	802	*−1*	454	*+22*	420	*+1*
	1957	3,691	*+6*	5,993	*+19*	3,578	*+20*	382	*+5*	994	*+24*	580	*+28*	459	*+9*
	1958	3,827	*+4*	6,806	*+14*	3,981	*+11*	427	*+12*	1,174	*+18*	687	*+18*	537	*+17*
	1959	4,022	*+5*	7,528	*+11*	4,304	*+8*	427	Nil	1,382	*+18*	774	*+13*	641	*+19*
	1960	4,291	*+7*	8,998	*+20*	4,989	*+16*	488	*+14*	1,713	*+24*	1,053	*+36*	755	*+18*
	1961	4,551	*+6*	10,244	*+14*	5,745	*+15*	596	*+22*	1,782	*+4*	1,268	*+20*	853	*+13*
	1962	4,650	*+2*	11,193	*+9*	6,127	*+7*	709	*+19*	1,975	*+11*	1,432	*+13*	950	*+11*
Machinery other than Electric (Division 71)	1954	1,140	—	1,609	—	1,043	—	87	—	254	—	149	—	77	—
	1955	1,251	*+10*	1,868	*+16*	1,190	*+14*	101	*+16*	290	*+14*	190	*+28*	97	*+26*
	1956	1,363	*+9*	2,192	*+17*	1,444	*+21*	118	*+17*	278	*−4*	225	*+18*	128	*+32*
	1957	1,519	*+11*	2,641	*+20*	1,748	*+21*	144	*+22*	329	*+19*	282	*+25*	138	*+8*
	1958	1,531	*+1*	2,863	*+8*	1,886	*+8*	151	*+5*	369	*+12*	307	*+9*	150	*+8*
	1959	1,682	*+10*	3,015	*+5*	1,928	*+2*	152	*+1*	419	*+14*	338	*+10*	178	*+19*
	1960	1,914	*+14*	3,729	*+24*	2,255	*+17*	190	*+25*	563	*+34*	516	*+53*	206	*+16*
	1961	2,187	*+14*	4,572	*+23*	2,832	*+26*	240	*+26*	650	*+15*	613	*+19*	237	*+15*
	1962	2,241	*+2*	5,117	*+12*	3,077	*+9*	288	*+20*	760	*+17*	707	*+15*	285	*+20*
Electric Machinery, Apparatus and Appliances (Division 72)	1954	492	—	776	—	376	—	63	—	140	—	39	—	158	—
	1955	553	*+12*	927	*+19*	460	*+22*	86	*+35*	154	*+10*	45	*+15*	182	*+15*
	1956	624	*+13*	1,024	*+10*	557	*+21*	98	*+14*	141	*−9*	43	*−5*	185	*+2*
	1957	653	*+5*	1,175	*+15*	659	*+18*	102	*+5*	170	*+21*	54	*+26*	190	*+3*
	1958	644	*−1*	1,309	*+11*	692	*+5*	114	*+12*	209	*+23*	68	*+26*	226	*+19*
	1959	667	*+4*	1,464	*+12*	801	*+16*	96	*−15*	220	*+5*	77	*+13*	270	*+19*
	1960	682	*+2*	1,762	*+20*	881	*+10*	114	*+18*	282	*+28*	137	*+78*	348	*+29*
	1961	760	*+11*	2,038	*+16*	1,022	*+16*	132	*+16*	319	*+13*	167	*+22*	398	*+14*
	1962	803	*+6*	2,217	*+9*	1,085	*+6*	159	*+20*	348	*+9*	209	*+25*	416	*+5*
Transport Equipment (Division 73)	1954	1,138	—	1,324	—	631	—	109	—	324	—	109	—	150	—
	1955	1,247	*+10*	1,580	*+19*	817	*+29*	122	*+11*	368	*+13*	136	*+25*	137	*−9*
	1956	1,479	*+19*	1,812	*+15*	987	*+21*	147	*+21*	383	*+4*	187	*+37*	107	*−22*
	1957	1,518	*+3*	2,177	*+20*	1,171	*+19*	137	*−7*	495	*+29*	244	*+30*	130	*+21*
	1958	1,651	*+9*	2,634	*+21*	1,403	*+20*	162	*+19*	596	*+20*	312	*+28*	161	*+24*
	1959	1,673	*+1*	3,049	*+16*	1,575	*+12*	178	*+10*	743	*+25*	359	*+15*	194	*+20*
	1960	1,695	*+1*	3,506	*+15*	1,853	*+18*	185	*+4*	868	*+17*	400	*+11*	200	*+3*
	1961	1,605	*−5*	3,634	*+4*	1,891	*+2*	224	*+21*	813	*−6*	488	*+22*	218	*+9*
	1962	1,606	Nil	3,861	*+6*	1,966	*+4*	262	*+17*	868	*+7*	516	*+6*	249	*+14*
Passenger Road Motor Vehicles, Complete and Chassis (other than buses or motor-cycles) (Items 732·1 and 732·6)	1954	341	—	436	—	235	—	23	—	119	—	51	—	8	—
	1955	361	*+6*	600	*+37*	333	*+41*	35	*+55*	147	*+24*	77	*+50*	8	*−4*
	1956	338	*−6*	701	*+17*	400	*+20*	52	*+48*	160	*+9*	79	*+4*	8	*+10*
	1957	443	*+31*	872	*+24*	497	*+24*	46	*−12*	222	*+38*	100	*+26*	7	*−11*
	1958	529	*+19*	1,170	*+34*	659	*+33*	49	*+8*	312	*+41*	139	*+39*	11	*+51*
	1959	624	*+18*	1,520	*+30*	784	*+19*	67	*+37*	471	*+51*	183	*+32*	13	*+15*
	1960	630	*+1*	1,644	*+8*	895	*+14*	88	*+30*	469	Nil	174	*−5*	18	*+43*
	1961	415	*−34*	1,609	*−2*	957	*+8*	100	*+14*	354	*−25*	184	*+6*	14	*−22*
	1962	604	*+50*	1,918	*+19*	1,067	*+11*	138	*+38*	429	*+21*	268	*+46*	15	*+14*
Buses, Trucks, Lorries, Complete and Chassis (Items 732·2, ·3, ·4, and ·7)	1954	184	—	184	—	106	—	7	—	60	—	7	—	4	—
	1955	224	*+22*	201	*+9*	130	*+22*	9	*+35*	53	*−11*	5	*−24*	3	*−34*
	1956	237	*+6*	241	*+20*	156	*+20*	14	*+46*	49	*−8*	18	*+261*	3	*+33*
	1957	240	*+1*	288	*+20*	192	*+23*	10	*−25*	68	*+38*	16	*−12*	2	*−44*
	1958	227	*−6*	326	*+13*	210	*+10*	13	*+30*	85	*+25*	14	*−11*	4	*+99*
	1959	246	*+9*	342	*+5*	224	*+7*	14	*+8*	85	Nil	13	*−7*	6	*+50*
	1960	290	*+18*	401	*+17*	245	*+9*	14	*+1*	104	*+23*	26	*+93*	13	*+116*
	1961	339	*+17*	406	*+1*	270	*+12*	20	*+43*	74	*−29*	27	*+4*	15	*+15*
	1962	313	*−8*	417	*+3*	270	Nil	25	*+25*	70	*−5*	38	*+41*	14	*−7*

TABLE VII.—EXPORTS OF MANUFACTURES BY COMMODITY (*continued*)

U.S. dollar million: percentage change over year earlier in italics

Sweden		Switzerland		United States (*d*)		Canada		Japan		Total		S.I.T.C. Category	
73	—	5	—	493	—	29	—	167	—	2,566	—	1954	Iron and Steel
95	*+31*	5	*+19*	674	*+37*	78	*+165*	260	*+55*	3,478	*+36*	1955	(Division 67)
129	*+36*	6	*+17*	827	*+23*	79	*+1*	223	*−14*	4,084	*+17*	1956	
139	*+7*	7	*+14*	1,111	*+34*	115	*+47*	209	*−6*	4,902	*+20*	1957	
138	*−1*	7	*+1*	612	*−45*	75	*−35*	250	*+19*	4,118	*−16*	1958	
156	*+13*	9	*+20*	409	*−33*	125	*+67*	253	*+1*	4,275	*+4*	1959	
197	*+26*	12	*+37*	658	*+61*	155	*+24*	388	*+53*	5,493	*+29*	1960	
223	*+13*	16	*+33*	508	*−23*	130	*−16*	380	*−2*	5,218	*−5*	1961	
217	*−3*	14	*−12*	471	*−7*	140	*+8*	531	*+40*	5,172	*−1*	1962	
376	—	313	—	3,940	—	280	—	202	—	11,590	—	1954	Machinery and Transport
388	*+3*	352	*+13*	4,290	*+9*	285	*+2*	247	*+22*	12,987	*+12*	1955	Equipment
454	*+17*	386	*+10*	5,130	*+20*	325	*+14*	484	*+96*	15,272	*+18*	1956	(Section 7)
579	*+28*	427	*+11*	5,646	*+10*	388	*+19*	630	*+30*	17,354	*+14*	1957	
634	*+9*	458	*+7*	5,183	*−8*	453	*+17*	627	Nil	17,988	*+4*	1958	
668	*+5*	478	*+4*	5,108	*−1*	413	*−9*	810	*+29*	19,027	*+6*	1959	
782	*+17*	550	*+15*	5,946	*+16*	428	*+4*	928	*+15*	21,923	*+15*	1960	
884	*+14*	633	*+15*	6,104	*+3*	501	*+17*	1,120	*+21*	24,037	*+10*	1961	
1,034	*+17*	693	*+9*	6,543	*+7*	584	*+17*	1,233	*+10*	25,930	*+8*	1962	
163	—	231	—	1,918	—	151	—	101	—	5,313	—	1954	Machinery other than
175	*+7*	265	*+15*	2,096	*+9*	152	*+1*	97	*−5*	5,904	*+11*	1955	Electric
219	*+25*	289	*+9*	2,673	*+28*	158	*+4*	117	*+20*	7,011	*+19*	1956	(Division 71)
265	*+21*	326	*+13*	2,980	*+11*	199	*+26*	128	*+10*	8,058	*+15*	1957	
260	*−2*	342	*+5*	2,765	*−7*	220	*+11*	134	*+4*	8,115	*+1*	1958	
287	*+10*	368	*+8*	2,765	Nil	261	*+19*	170	*+27*	8,548	*+5*	1959	
353	*+23*	420	*+14*	3,166	*+15*	260	Nil	222	*+30*	10,064	*+18*	1960	
437	*+24*	477	*+14*	3,532	*+12*	264	*+2*	313	*+41*	11,782	*+17*	1961	
515	*+18*	528	*+11*	3,843	*+9*	305	*+13*	335	*+7*	12,884	*+9*	1962	
68	—	73	—	595	—	34	—	23	—	2,061	—	1954	Electric Machinery,
68	Nil	76	*+3*	643	*+8*	32	*−4*	31	*+34*	2,330	*+13*	1955	Apparatus and
80	*+18*	82	*+9*	756	*+18*	34	*+5*	51	*+64*	2,651	*+14*	1956	Appliances
86	*+8*	86	*+4*	803	*+6*	37	*+10*	78	*+53*	2,918	*+10*	1957	(Division 72)
95	*+10*	91	*+6*	794	*−1*	37	*−1*	99	*+27*	3,069	*+5*	1958	
93	*−2*	94	*+3*	775	*−2*	44	*+19*	198	*+100*	3,335	*+9*	1959	
113	*+22*	119	*+27*	786	*+1*	64	*+46*	274	*+39*	3,800	*+14*	1960	
121	*+7*	143	*+20*	955	*+22*	78	*+20*	337	*+23*	4,432	*+17*	1961	
143	*+18*	150	*+4*	1,000	*+5*	90	*+17*	426	*+26*	4,829	*+9*	1962	
145	—	8	—	1,482	—	96	—	78	—	4,271	—	1954	Transport Equipment
145	Nil	12	*+40*	1,612	*+9*	101	*+5*	119	*+53*	4,816	*+13*	1955	(Division 73)
155	*+7*	14	*+19*	1,813	*+12*	133	*+32*	316	*+166*	5,722	*+19*	1956	
228	*+47*	15	*+6*	1,920	*+6*	151	*+14*	424	*+34*	6,433	*+12*	1957	
279	*+23*	24	*+63*	1,683	*−12*	195	*+29*	395	*−7*	6,861	*+7*	1958	
288	*+3*	16	*−33*	1,621	*−5*	107	*−45*	442	*+12*	7,196	*+5*	1959	
316	*+10*	11	*−33*	2,041	*+26*	103	*−4*	433	*−2*	8,105	*+13*	1960	
326	*+3*	13	*+18*	1,617	*−21*	159	*+54*	470	*+9*	7,824	*−4*	1961	
376	*+17*	15	*+17*	1,699	*+5*	189	*+21*	472	Nil	8,218	*+5*	1962	
3	—	4	—	313	—	8	—	—	—	1,105	—	1954	Passenger Road
3	*+25*	6	*+58*	394	*+26*	13	*+66*	1	*+127*	1,378	*+25*	1955	Motor Vehicles,
8	*+137*	6	*−6*	350	*−11*	17	*+30*	1	*+81*	1,421	*+3*	1956	Complete and
21	*+161*	5	*−2*	318	*−9*	24	*+36*	4	*+164*	1,687	*+19*	1957	Chassis (other
38	*+79*	7	*+21*	277	*−13*	20	*−14*	5	*+38*	2,046	*+21*	1958	than buses or
55	*+44*	8	*+17*	236	*−15*	18	*−12*	8	*+57*	2,469	*+21*	1959	motor-cycles)
61	*+12*	1	*−92*	258	*+9*	25	*+42*	16	*+106*	2,635	*+7*	1960	(Items 732·1 and
59	*−3*	—	Nil	235	*−9*	18	*−28*	23	*+44*	2,377	*−10*	1961	732·6)
71	*+20*	—	Nil	264	*+12*	20	*+11*	30	*+30*	2,907	*+22*	1962	
20	—	—	—	338	—	8	—	3	—	737	—	1954	Buses, Trucks,
27	*+34*	—	—	350	*+3*	10	*+27*	6	*+66*	818	*+11*	1955	Lorries, Com-
34	*+26*	—	—	449	*+28*	9	*−9*	8	*+44*	978	*+20*	1956	plete and
34	*+1*	—	—	445	*−1*	12	*+33*	18	*+125*	1,037	*+6*	1957	Chassis
35	Nil	—	—	300	*−32*	11	*−7*	14	*−24*	913	*−12*	1958	(Items 732·2, ·3,
37	*+6*	—	—	333	*+11*	15	*+36*	34	*+143*	1,007	*+10*	1959	·4, and ·7)
48	*+29*	—	—	372	*+12*	15	Nil	62	*+85*	1,188	*+18*	1960	
60	*+25*	—	—	361	*−3*	5	*−67*	58	*+37*	1,256	*+6*	1961	
67	*+12*	—	—	247	*−32*	4	*−20*	38	*−2*	1,131	*−10*	1962	

For notes see end of Table.

TABLE VII.—EXPORTS OF MANUFACTURES BY COMMODITY (*continued*)

U.S. dollar million: percentage change over year earlier in italics

S.I.T.C. Category		United Kingdom (*a*)		Total E.E.C.		German Federal Republic (*b*)		Belgium-Luxembourg		France (*c*)		Italy		Netherlands	
Bodies, Chassis and other parts for Road Motor Vehicles (Item 732·8)	1954	143	—	70	—	35	—	2	—	25	—	7	—	1	—
	1955	162	*+14*	97	*+39*	57	*+63*	3	*+41*	25	*+3*	10	*+46*	2	*+35*
	1956	183	*+12*	125	*+29*	72	*+27*	4	*+40*	26	*+4*	20	*+101*	3	*+58*
	1957	190	*+4*	145	*+16*	83	*+15*	4	Nil	32	*+23*	23	*+15*	3	Nil
	1958	218	*+15*	167	*+15*	100	*+21*	4	*−16*	40	*+26*	20	*−13*	3	*−1*
	1959	239	*+10*	215	*+29*	133	*+33*	4	*+15*	47	*+16*	27	*+32*	4	*+31*
	1960	296	*+24*	304	*+42*	181	*+37*	8	*+91*	73	*+57*	35	*+33*	6	*+58*
	1961	300	*+1*	374	*+23*	237	*+29*	11	*+38*	81	*+11*	41	*+17*	8	*+33*
	1962	320	*+7*	415	*+11*	270	*+14*	10	*−9*	75	*−7*	51	*+24*	9	*+13*
Other Manufactures (Section 8 and rest of Section 6)	1954	878	—	1,976	—	744	—	320	—	526	—	187	—	199	—
	1955	995	*+13*	2,425	*+23*	908	*+22*	394	*+23*	615	*+17*	243	*+30*	265	*+34*
	1956	1,109	*+11*	2,649	*+9*	1,035	*+14*	474	*+20*	589	*−4*	266	*+9*	285	*+8*
	1957	1,081	*−3*	2,904	*+10*	1,158	*+12*	456	*−4*	676	*+15*	325	*+22*	289	*+1*
	1958	1,021	*−6*	3,007	*+4*	1,197	*+3*	463	*+2*	712	*+5*	331	*+2*	304	*+5*
	1959	1,056	*+3*	3,536	*+18*	1,348	*+13*	571	*+23*	831	*+17*	422	*+27*	364	*+20*
	1960	1,159	*+10*	4,152	*+17*	1,534	*+14*	582	*+2*	1,015	*+22*	624	*+48*	397	*+9*
	1961	1,228	*+6*	4,476	*+8*	1,613	*+5*	642	*+10*	1,026	*+1*	757	*+21*	438	*+10*
	1962	1,288	*+5*	4,893	*+9*	1,710	*+6*	737	*+15*	1,087	*+6*	892	*+18*	467	*+7*

TABLE VII.—EXPORTS OF MANUFACTURES BY COMMODITY (*continued*)

U.S. dollar million: percentage change over year earlier in italics

Sweden		Switzerland		United States (*d*)		Canada		Japan		Total		S.I.T.C. Category	
3	—	—	—	440	—	23	—	2	—	681	—	1954	Bodies, Chassis and
4	*+34*	—	—	542	*+23*	27	*+17*	3	*+54*	835	*+23*	1955	other parts of
7	*+62*	—	—	595	*+10*	26	*−4*	5	*+49*	941	*+13*	1956	Road Motor
7	Nil	—	—	585	*−2*	20	*−23*	6	*+20*	953	*+1*	1957	Vehicles
8	*+23*	—	—	582	Nil	21	*+5*	7	*+9*	1,003	*+5*	1958	(Item 732·8)
11	*+41*	—	—	661	*+14*	28	*+33*	10	*+51*	1,164	*+16*	1959	
13	*+17*	—	—	686	*+4*	39	*+39*	13	*+23*	1,351	*+16*	1960	
19	*+46*	—	—	684	Nil	26	*−10*	15	*+15*	1,418	*+5*	1961	
22	*+16*	—	—	802	*+17*	22	*−15*	15	Nil	1,596	*+13*	1962	
220	—	370	—	1,067	—	808	—	309	—	5,628	—	1954	Other Manufactures
250	*+13*	393	*+6*	1,193	*+12*	864	*+7*	432	*+40*	6,552	*+16*	1955	(Section 8 and rest of
283	*+13*	445	*+13*	1,316	*+10*	915	*+6*	558	*+29*	7,275	*+11*	1956	Section 6)
303	*+7*	478	*+7*	1,426	*+8*	944	*+3*	644	*+15*	7,780	*+7*	1957	
307	*+1*	434	*−9*	1,445	*+1*	897	*−5*	668	*+4*	7,779	Nil	1958	
333	*+8*	457	*+5*	1,520	*+5*	974	*+9*	899	*+35*	8,775	*+13*	1959	
397	*+19*	524	*+15*	1,620	*+7*	999	*+3*	1,020	*+13*	9,871	*+13*	1960	
441	*+11*	563	*+7*	1,675	*+3*	976	*−2*	1,019	Nil	10,378	*+5*	1961	
475	*+8*	624	*+11*	1,760	*+5*	981	*+1*	1,192	*+17*	11,211	*+8*	1962	

(*a*) Including the Channel Islands from 1959. Figures prior to 1959 are not completely comparable with later periods because of re-classification of parcel post and second-hand aircraft.
(*b*) Including the Saar from July, 1959.
(*c*) Excluding the Saar from July, 1959.
(*d*) Excluding United States Special Category exports. Certain items (approximate 1957 values in U.S. $ million as follows: Sections 5 to 8—185; Section 5—1; Section 7—128; Division 71—104; Items 712·5 and 732·5—104; Division 72—7; Division 73—16; Items 732·2, ·3, ·4, and ·7—2; Section 8 and rest of Section 6—56) have been removed from the list of Special Category goods. Figures from 1958 onwards include these former Special Category items and are not, therefore, strictly comparable with previous periods.
(*e*) Including India; figures as follows: 1954—140; 1955—120 (*−15*); 1956—120 (*−0*); 1957—135 (*+13*); 1958—98 (*−28*); 1959—129 (*+32*); 1960—123 (*−5*); 1961—102 (*−17*); 1962—96 (*−6*).

TABLE VIII.—CHANGES IN EXPORTS OF GROUPS OF COMMODITIES TO VARIOUS MARKETS, 1961–62

	To European O.E.C.D.			To North America		
	Percentage change 1961 to 1962		1962 exports from World	Percentage change 1961 to 1962		1962 exports from World
	From United Kingdom	From World	U.S. $ million	From United Kingdom	From World	U.S. $ million
Chemicals (Section 5)	+12·4	+ 9·9	3,067	+17·7	+ 8·4	742
Textiles (Division 65)	+ 8·0	+ 9·6	2,187	+ 9·0	+14·2	630
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and69, excluding Group 681)	+18·6	+ 2·4	4,623	+10·2	+12·2	1,593
Iron and steel (Division 67)	+16·4	+ 2·9	2,538	+17·9	+15·9	662
Machinery and transport equipment (Section 7)	+11·8	+14·5	11,433	− 6·2	+ 8·4	3,701
Non-electrical machinery (Division 71)	+12·7	+15·2	5,757	−10·2	+ 7·8	1,627
Electrical machinery (Division 72)	+ 9·1	+12·7	2,156	+ 9·3	+15·7	688
Transport equipment (Division 73)	+11·6	+14·6	3,519	− 5·9	+ 7·1	1,386
Other manufactures (Section 8 and rest of Section 6)	+12·6	+12·7	5,058	+ 7·9	+10·4	3,072
Total manufactures	+13·0	+11·0	26,368	+ 1·9	+10·2	9,738

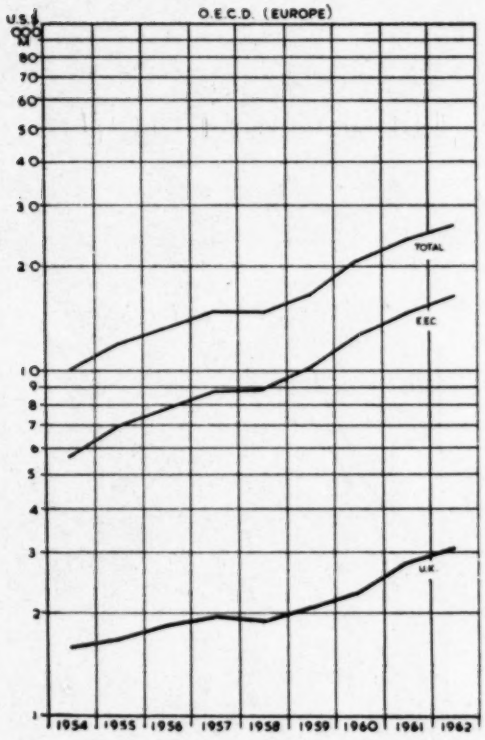
	To Industrial Countries			To Primary Producers		
	Percentage change 1961 to 1962		1962 exports from World	Percentage change 1961 to 1962		1962 exports from World
	From United Kingdom	From World	U.S. $ million	From United Kingdom	From World	U.S. $ million
Chemicals (Section 5)	+12·7	+ 8·0	4,042	− 0·3	+ 4·3	2,852
Textiles (Division 65)	+ 8·3	+10·6	2,835	− 9·1	− 3·3	1,879
Base metals and miscellaneous metal manufactures (Divisions 67, 68 and 69, excluding Group 681)	+14·9	+ 3·3	6,301	−11·3	− 4·9	3,310
Iron and steel (Division 67)	+12·5	+ 4·2	3,236	−17·4	− 8·3	1,936
Machinery and transport equipment (Section 7)	+ 6·9	+13·1	15,722	− 1·8	+ 0·8	10,208
Non-electrical machinery (Division 71)	+ 7·2	+13·7	7,850	+ 1·1	+ 3·7	5,034
Electrical machinery (Division 72)	+ 9·4	+13·5	2,898	+ 3·5	+ 2·8	1,931
Transport equipment (Division 73)	+ 5·6	+12·3	4,974	− 8·4	− 5·1	3,244
Other manufactures (Section 8 and rest of Section 6)	+10·9	+11·8	8,221	− 3·3	− 1·5	2,990
Total manufactures	+ 9·3	+10·3	37,121	− 3·8	− 0·5	21,239

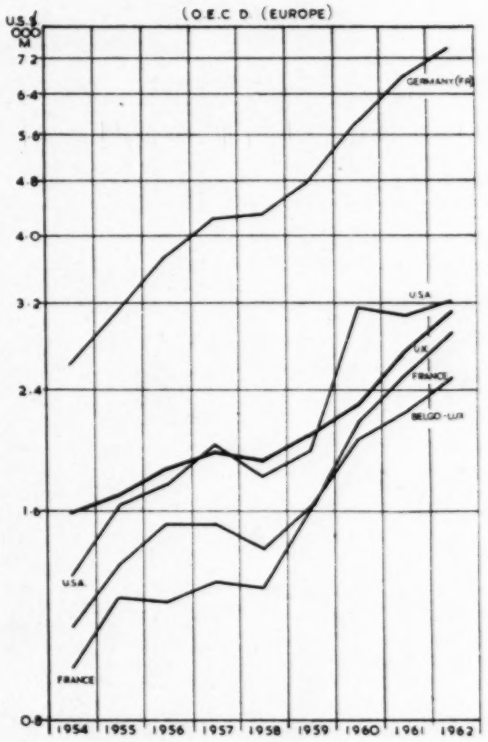
	To Non-O.E.C.D. Sterling Area			To World		
	Percentage change 1961 to 1962		1962 exports from World	Percentage change 1961 to 1962		1962 exports from World
	From United Kingdom	From World	U.S. $ million	From United Kingdom	From World	U.S. $ million
Chemicals (Section 5)	− 0·9	+ 6·0	890	+ 4·9	+ 6·4	6,894
Textiles (Division 65)	− 9·6	+ 1·8	916	− 0·5	+ 4·6	4,714
Base metals and miscellaneous metal manufactures Divisions 67, 68 and 69, excluding Group 681)	−15·3	− 0·1	1,036	+ 0·2	+ 0·3	9,611
Iron and steel (Division 67)	−25·6	− 8·5	526	− 5·4	− 0·9	5,172
Machinery and transport equipment (Section 7)	− 2·5	+ 8·9	3,561	+ 2·2	+ 7·9	25,930
Non-electrical machinery (Division 71)	+ 3·3	+13·9	1,663	+ 2·5	+ 9·4	12,884
Electrical machinery (Division 72)	+ 4·6	+12·1	718	+ 5·8	+ 9·0	4,829
Transport equipment (Division 73)	−12·6	+ 0·8	1,180	− 0·1	+ 4·7	8,218
Other manufactures (Section 8 and rest of Section 6)	− 4·9	+ 1·4	1,240	+ 4·8	+ 8·2	11,211
Total manufactures	− 5·1	+ 5·4	7,643	+ 2·3	+ 6·1	58,360

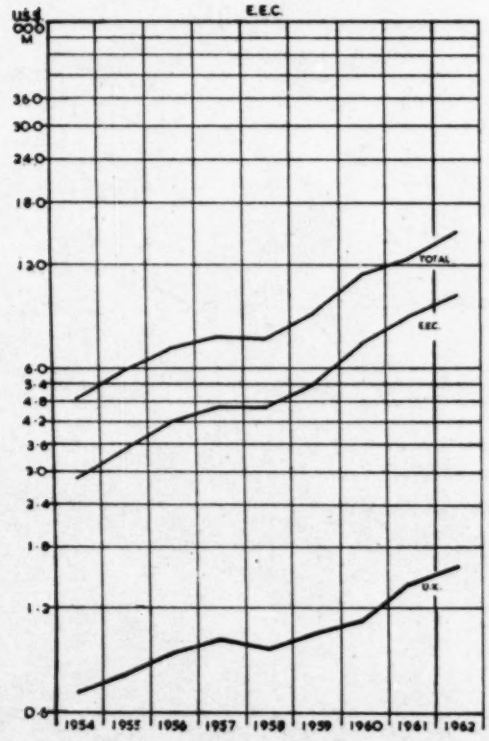
Industrial countries are O.E.C.D. countries and Japan.
Primary producers are all countries except those classified as industrial countries.
In this table "World" as an exporter means the main manufacturing countries, *i.e.*, United Kingdom, E.E.C., Sweden, Switzerland, United States, Canada and Japan.

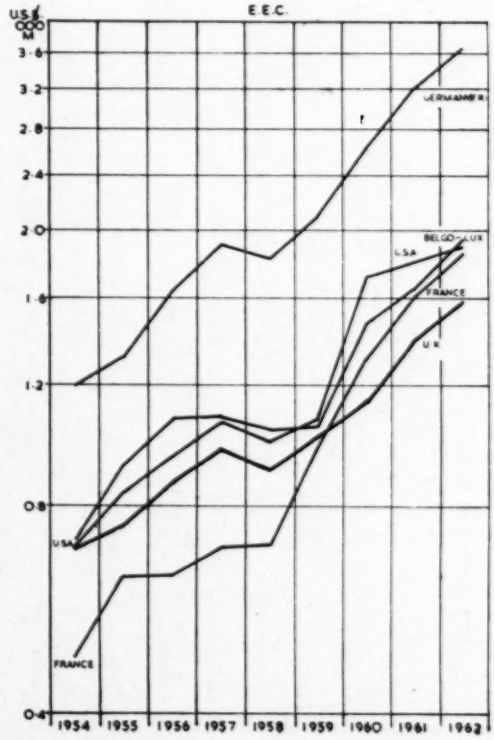
EXPORTS OF MANUFACTURES TO VARIOUS MARKETS

BY MAIN SUPPLIER[2]



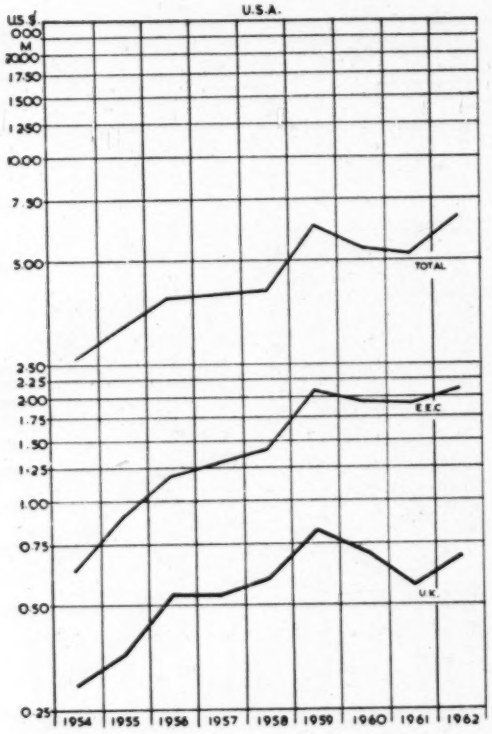


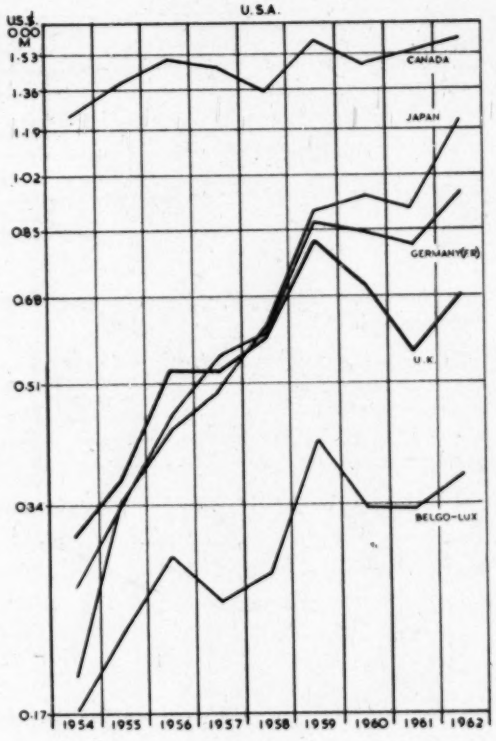


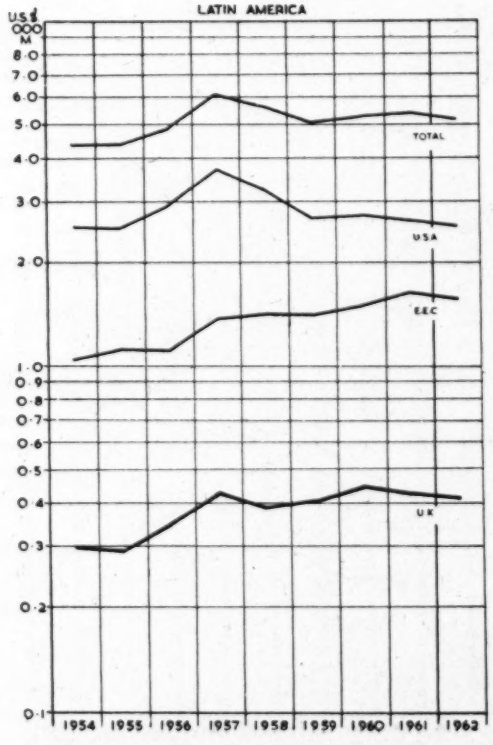


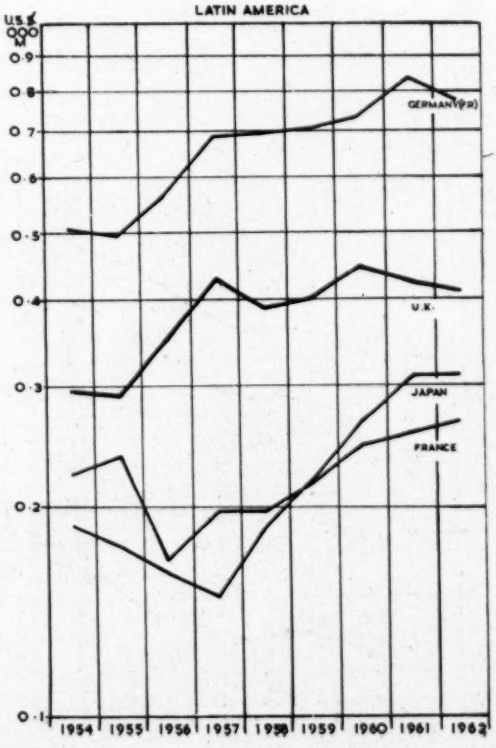
EXPORTS OF MANUFACTURES TO VARIOUS MARKETS (Cont.)

BY MAIN SUPPLIERS



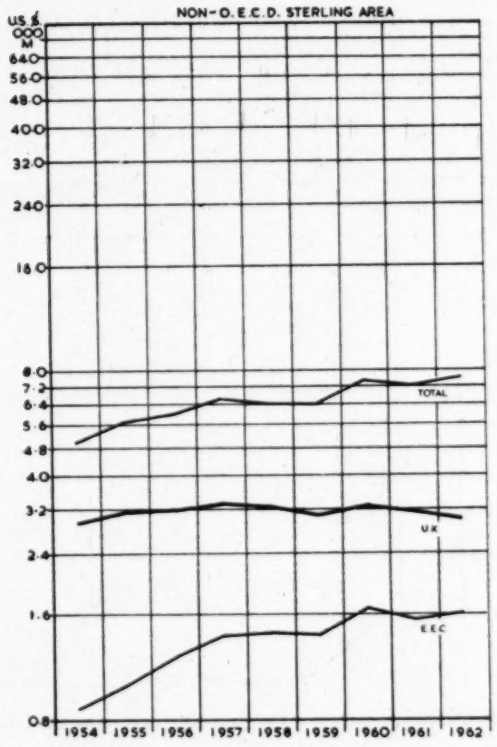


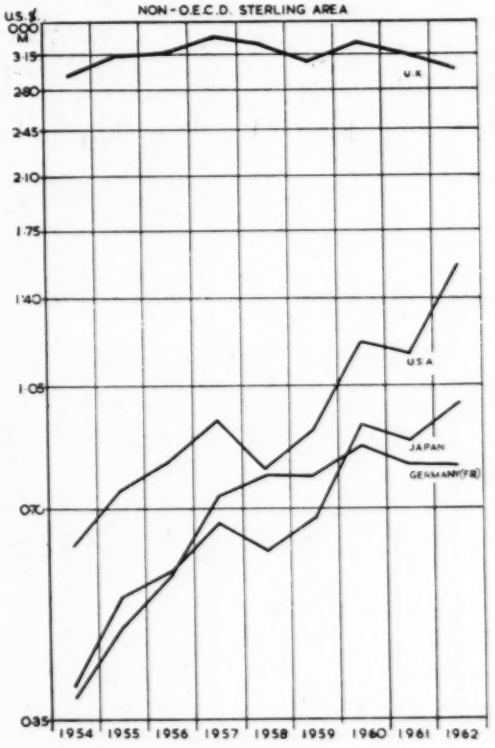


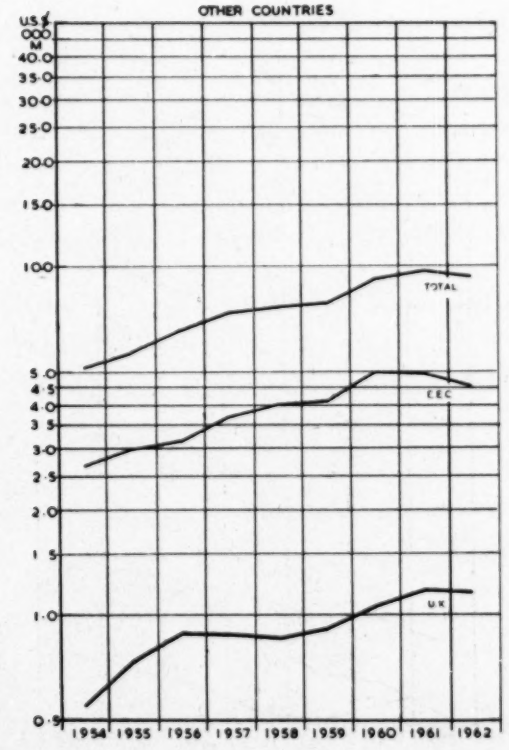


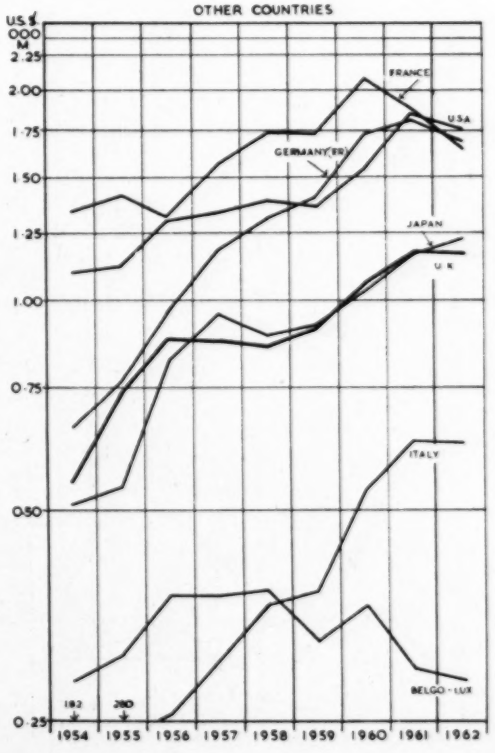
EXPORTS OF MANUFACTURES TO VARIOUS MARKETS (Cont.)

BY MAIN SUPPLIERS



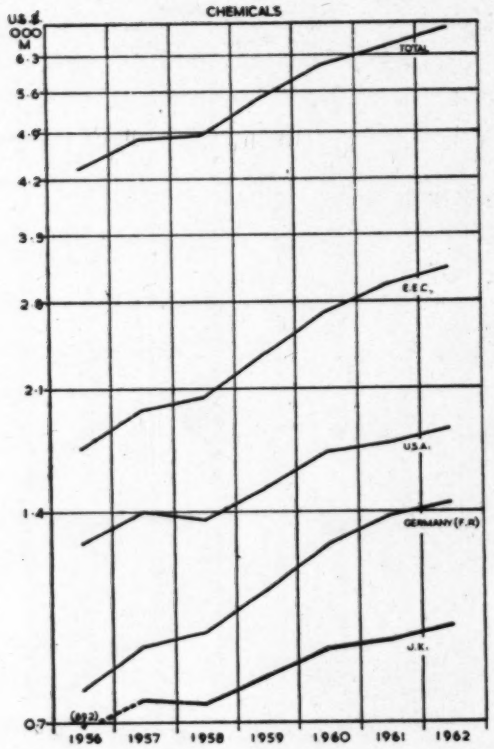


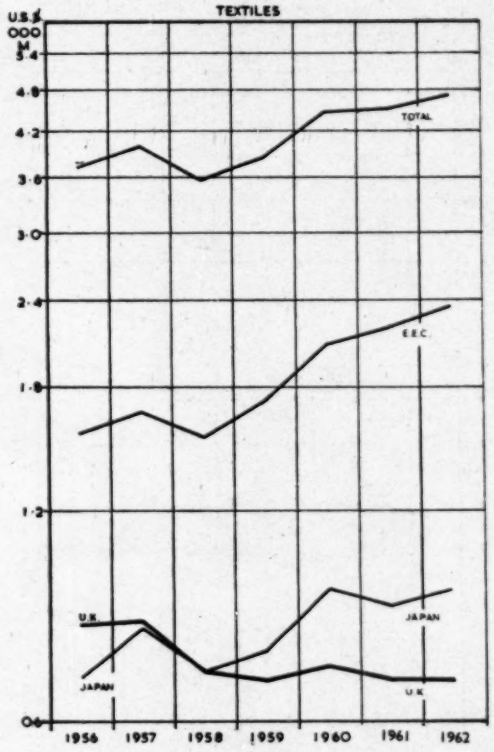


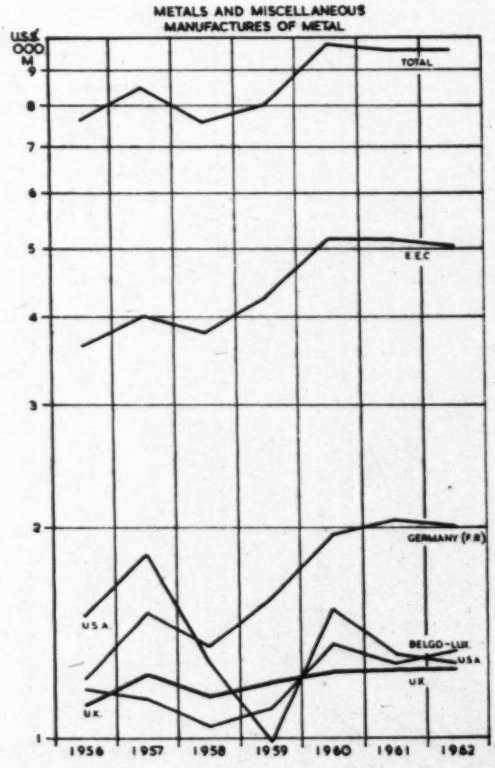


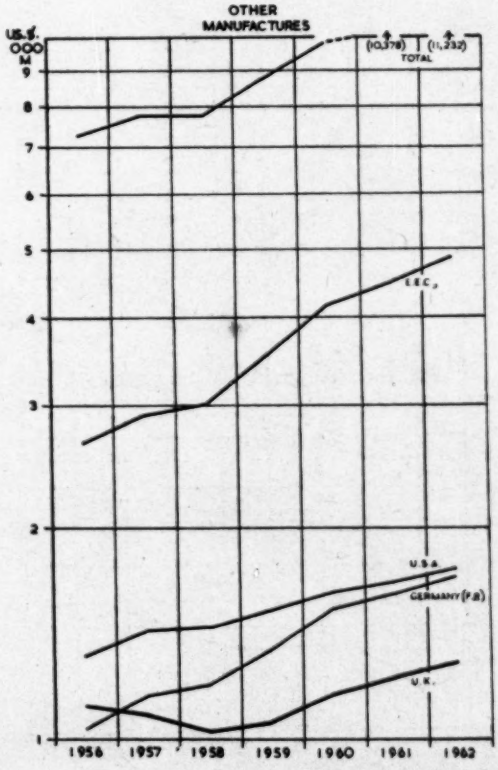
EXPORTS OF DIFFERENT GROUPS OF PRODUCTS

(Semi-logarithmic scales)



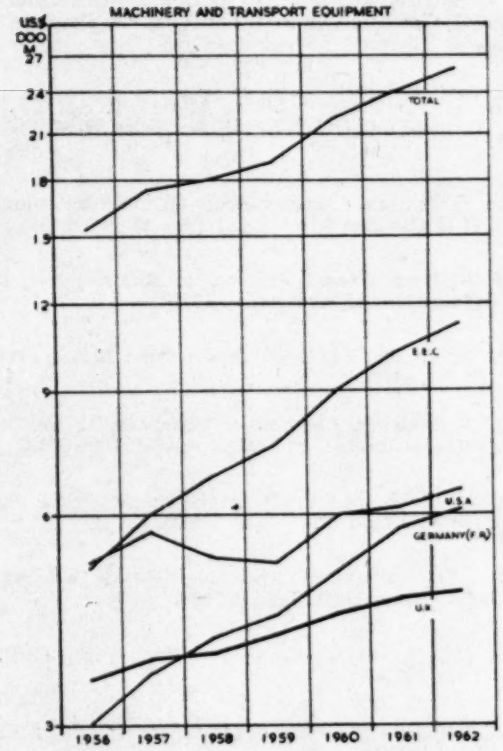


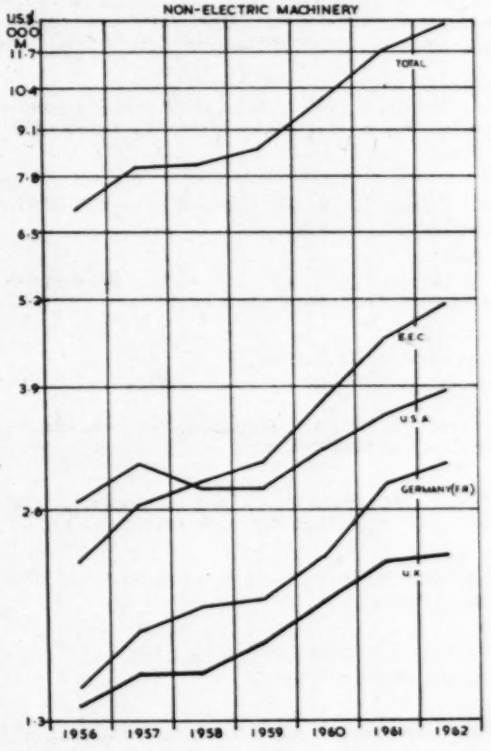


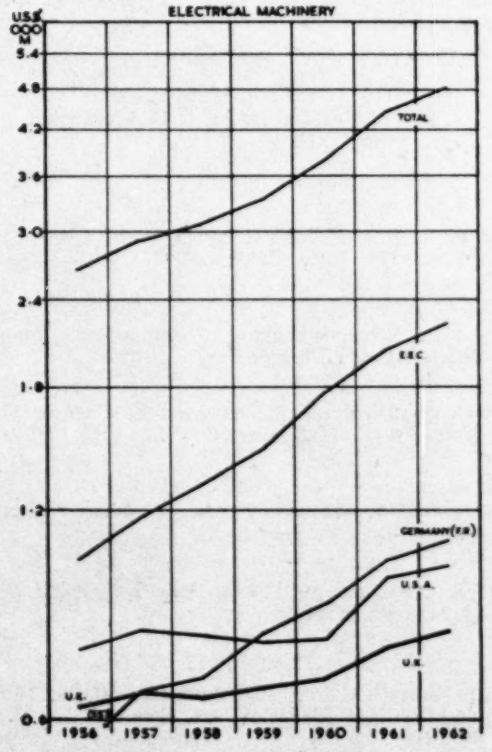


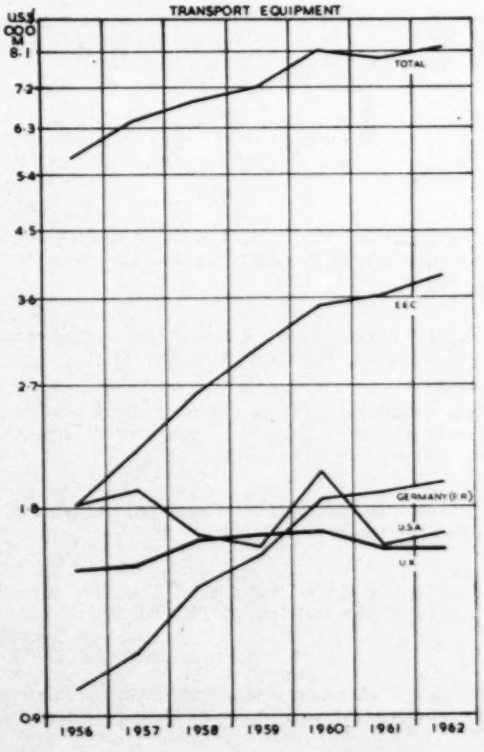
EXPORTS OF DIFFERENT GROUPS OF PRODUCTS (Cont.)

(Semi-logarithmic scales)









Addresses of ECGD Local Offices

THE EXPORT CREDITS GUARANTEE DEPARTMENT (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters to an annual value of £900,000,000. Its object is to provide, on a self-supporting basis, the cheapest form of export credit insurance possible.

The Head Office of ECGD is at 59-67 Gresham Street, London, E.C.2. (Tel. Monarch 6699, Ext. 271.) The Department's local offices are as follows:

London (City) London postal districts E., N., and E.C.1. 2 and 3. Counties of Bedford, Cambridge, Essex, Huntingdon, Norfolk, Suffolk and N. Hertford.	A. L. MacManus, M.B.E., Marlon House, 71-74 Mark Lane, London, E.C.3. (Tel. Royal 3491. Telex 23164).
London (South) London postal districts E.C.4, S.E. and S.W. Counties of Hants, Kent, Surrey and Sussex	R. K. Pearson, Clements House (Wood Street entrance 4th Floor) 14-18 Gresham Street, E.C.2. (Tel. Monarch 4581, Telex 24812).
London (West End) London postal districts W.C.1. and 2, N.W. and W. Counties of Berks, Bucks, Middlesex, Oxford and South Herts.	J. A. Dyer, Cunard Building, 15 Regent Street, London, S.W.1. (Tel. Whitehall 9061. Telex 24105).
Belfast The six counties of Northern Ireland.	K. W. Knight, 7 Donegall Square West, Belfast. (Tel. Belfast 29428. Telex 74577).
Birmingham Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Staffordshire.	J. A. Bookless, Chamber of Commerce House, Harborne Road, Birmingham, 15 (Tel. Edgbaston 4375. Telex 33132).
Bradford The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).	C. C. Birch, M.B.E., Britannia House, Bridge Street, Bradford. (Tel. Bradford 25147. Telex 51161).
Bristol Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall.	J. A. Dorrian, D.F.M., The Gaunts House, Denmark Street, Bristol. (Tel. Bristol 22011. Telex 44248).
Cardiff Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.	A. C. Elston, St. David's House, Wood Street, Cardiff. (Tel. 26657. Telex 49284).
Edinburgh The counties of Angus, Berwick, Clackmannon, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.	J. J. Brown, 108 George Street, Edinburgh, 2. (Tel. Caledonian 3004. Telex 72170).
Glasgow The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.	Wm. C. Pettigrew, 7 West George Street, Glasgow, C.2. (Tel. Central 3056. Telex 77130).
Leeds The East and North Ridings of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).	W. A. Luxton, Headrow House, 42 The Headrow, Leeds, 1. (Tel. Leeds 30082. Telex 55232).
Liverpool The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint; Western parts of Lancashire and Cheshire (including Lancaster, Preston, Wigan and Warrington).	R. H. K. Hughes, India Buildings, Water Street, Liverpool, 2. (Tel. Central 5756. Telex 62537).
Manchester The Eastern parts of Lancashire and Cheshire (excluding Lancaster, Preston, Wigan and Warrington), and parts of Derbyshire.	W. Ford, Britannic Building, Fountain Street, Manchester, 2. (Tel Blackfriars 6236. Telex 66756).
Newcastle-upon-Tyne Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.	P. Henley, District Bank Chambers, 36/38 Mosley Street, Newcastle-Upon-Tyne, 1. (Tel. Newcastle 29838. Telex 53305).
Nottingham Counties of Leicester, Rutland and Northampton, and parts of the counties of Nottingham, Derby and Lincoln.	J. N. Smales, Equitable House, Old Market Square, Nottingham (Tel. 46585. Telex 37566).
Sheffield The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.	B. T. Clark, Fargate House, Fargate, Sheffield, 1. (Tel. Sheffield 29151. Telex 54244).
New York In the United States of America exporters can obtain assistance from the Department's resident representative for the United States and Canada.	R. S. Kinsey, c/o British Consulate-General, 845 Third Avenue, New York, 22, N.Y. (P.O. Box 3434, New York 17, N.Y.) (Tel. Plazza 2-8400).

Overseas Payments and Earnings for Cinematograph Films

A NEW INQUIRY has been introduced to measure the amount of money flowing in and out of the United Kingdom arising from the exhibition and production of cinematograph film. Figures for the years 1961 and 1962 are presented in the table below.

Sums payable to overseas countries

The figures for sums payable to overseas countries (column 2 of the table) are new. They include amounts owed to overseas countries that have arisen from the exhibition of foreign films in the United Kingdom, also sums paid out from the United Kingdom for overseas production of films. They show the preponderant part played by North America in the money leaving the United Kingdom, or owed overseas in respect of films. Part of the sums owed to North America arise from the exhibition in the United Kingdom of American films, whose rights are held by American companies. However part of these sums arise from the earnings of those British films whose production was financed by American companies, the American company owning part or all of the rights in the films; a due part of the producer's share in the money realized on exhibition of films in the United Kingdom is then owed to the North American currency area.

The only other area of any size as far as payments is concerned is Western Europe. Earnings payable to foreign producers in respect of films exhibited in the United Kingdom are covered; however also covered are sums sent overseas to meet overseas production costs in respect of films, which mainly arise from overseas location work on British films.

Sums received from overseas countries

The inquiry into sums received from overseas countries (shown in total in column 3 of the table) replaces one made in earlier years into overseas earnings of British films. The new figures are however not completely comparable with the old figures in that the coverage of the new return is rather wider than of the previous one.

Figures are shown (column 4 of the table) for the amounts due to the United Kingdom in respect of British films where the distribution rights are held by a United Kingdom company.

They relate to earnings in respect of completed British films that have been distributed for exhibition overseas, and cover the sums accruing to the United Kingdom in respect of their exhibition. However they do not cover total earnings overseas of all British films, for sums due to a foreign company that may arise from overseas exhibition of British films are not covered. As an example of this, if the production of a British film is financed wholly or in part by an American company, and the American company then owns the rights to overseas distribution of this film, no overseas earnings in respect of this film will accrue to the United Kingdom or be reported on this return.

Figures are also shown (column 5 of the table) of other receipts from overseas. In the main these are sums received by producers in the United Kingdom for the purpose of financing the production of films, but they also include any sums accruing to United Kingdom companies in respect of overseas exhibition of non-British films in which they own rights, and sums received from the outright sale of films to overseas companies. The predominant position of the North American area results from the sums put up by American companies to finance production in the United Kingdom. These sums may be actually remitted from overseas to the United Kingdom or they may be sums that were payable to American companies from earnings in the United Kingdom of films whose United Kingdom rights are held in North America (and therefore at some stage have been covered in the total of sums payable to the North American area reported in the second column of the table) but were re-invested in the production of films in the United Kingdom.

The total of sums received from overseas in 1961 was probably some £1 million greater in coverage than the figure that would have been reported in earlier years for the overseas earnings of British films. Sums received in 1960 totalled nearly £10 million, including £3·4 million earned and held in the United Kingdom by American companies for the production of, or acquisition of rights in, British films. Making allowance for the discontinuity between 1960 and 1961 it appears that sums received from overseas increased by about £3 million between these two years, but did not increase any further in 1962. Overseas Sterling Area earnings have been well maintained but earnings from Western Europe although they recovered in 1962 are rather lower than they were in 1958 and 1959. However the main increase has stemmed from North America and largely results from increased production of films in the United Kingdom by American companies.

Overseas Payments and Receipts in respect of Cinematograph Films (a)

1961 £ thousands

Area (b)	Sums payable to overseas (c)	Sums received from overseas (d)		
		Total	In respect of British films (e)	Other
(1)	(2)	(3)	(4)	(5)
Overseas Sterling Area	22	1,378	1,094	284
Western Europe	320	1,475	1,371	104
North America	11,196	10,804	1,841	8,963
Latin America	—	426	423	2
Other non-Sterling	30	481	389	91
Total	11,569	14,564	5,119	9,445

1962 £ thousands

Area (b)	Sums payable to overseas (c)	Sums received from overseas (d)		
		Total	In respect of British films (e)	Other
Overseas Sterling Area	—	1,278	917	361
Western Europe	437	1,859	1,717	142
North America	9,957	10,591	889	9,702
Latin America	1	252	243	10
Other non-Sterling	3	359	273	85
Total	10,399	14,340	4,039	10,300

Notes

(a) (i) These figures cover sums arising from transactions between the United Kingdom and overseas territories in respect of any films where rights to commercial exhibition to the public in cinemas are concerned. Transactions restricted solely to rights to television performance are excluded.

(ii) Transactions in respect of film rights are covered (whether the sums concerned are for production, sale or rental of films) together with such freight, print and material costs as may be covered in association with these rights.

(b) Areas to which sums were paid or from which they were received, irrespective of where they may first have been earned.

(c) Including sums actually paid out to overseas countries and sums owed to overseas countries though retained in the United Kingdom (e.g. sums credited in their books by United Kingdom subsidiaries to their overseas parent companies).

(d) Including sums actually received from overseas; sums owed to the United Kingdom though retained overseas (e.g. sums credited to United Kingdom parent companies by their overseas subsidiaries but held overseas); sums drawn from amounts that were credited to overseas though held in the United Kingdom.

(e) Covers only those sums received from overseas in respect of films for which the distribution rights are held by a United Kingdom registered company.

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New Companies Registered in August

BELOW ARE details of new companies registered in Great Britain during August 1963 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	2,012	2,012
£1,000 and under £10,000	—	895	895
£10,000 and under £50,000	1	156	157
£50,000 and under £100,000	—	12	12
£100,000 and under £1,000,000	—	13	13
£1,000,000 and above	—	—	—
Total number	1	3,088	3,089
Total amount of Nominal Capital	'000's £10	'000's £8,471	'000's £8,481

Companies Registered in Great Britain in 1962-1963

	1962		1963	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	2,354	15,038	3,178	8,336
February	2,530	7,667	3,250	6,766
March	3,552	10,032	3,927	10,470
April	2,697	6,924	3,698	8,253
May	3,165	8,572	3,642	8,459
June	2,731	36,710	2,995	7,182
July	2,954	6,989	3,722	9,133
August	2,806	8,625	3,089	8,481
September	2,538	15,806		
October	2,909	6,409		
November	3,252	7,092		
December	2,903	12,846		
Total	34,391	142,710		

Bulletin for Industry

The current issue of H.M. Treasury, 'Bulletin For Industry' contains articles on British agriculture in the world setting, staggered holidays, and 'EFTA Tariffs Go By 1966'. Copies: Free from Publications Dept., C.O.I., Hercules Road, London, S.E.1.

Patents Endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantees	Subject matter
	August 28, 1963	
886,176	Rowe, J. P.	Protective shield or cover for the bumper of a motor vehicle.
893,070	Bayerische Motoren Werke A.G.	Packings for windows, doors, covers and the like.
920,218	Ballestra, M.	Method and apparatus for the simultaneous indication of the specific gravity and humidity of powdered substances.
	August 29, 1963	
843,205	Moos, K.	Lighting fitters.
	September 2, 1963	
921,790	Illinois Tool Works Inc.	Sockets.
	September 5, 1963	
701,973	Dunlop Rubber Co. Ltd.	Pressure liquid relays.
704,342	Dunlop Rubber Co. Ltd.	Valves.
770,962	Dunlop Rubber Co. Ltd.	Bedding assemblies.
787,955	Dunlop Rubber Co. Ltd.	Apparatus for testing tubeless tyres.
798,487	Dunlop Rubber Co. Ltd.	Composite resilient materials.
811,176	Dunlop Rubber Co. Lts.	Pressure liquid relays.
836,704	Dunlop Rubber Co. Ltd.	Composite resilient materials.
841,480	Dunlop Rubber Co. Ltd.	Reinforced laminated articles.
862,265	Dunlop Rubber Co. Ltd.	Detachable covers suitable for use with mattress and divan interiors and the like.
889,278	Dunlop Rubber Co. Ltd.	Composite resilient sheet materials.
904,452	Dunlop Rubber Co. Ltd.	Belting.
909,483	Dunlop Rubber Co. Ltd.	Belting.
	September 6, 1963	
858,058	Ballestra, M.	Method and apparatus for accomplishing exothermic reactions in continuous manner for sulphonations and the like.
910,895	Ballestra, M.	Method and apparatus for carrying out a chemical reaction continuously.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller General.

The Patent Office.

British Industrial Film Association A.G.M.

The first annual general meeting of the British Industrial Film Association was held at the Bowater House Cinema, Knightsbridge, London, S.W.1, on September 4. Inquiries for copies of the annual report should be made to BIFA, Durrant House, Chiswell Street, London, E.C.1.

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, September 20, 1963.

Title of Film	Registered in the Name of	Makers' Name	Registered No.	Playing Time Minutes	Date of Registration
	BRITISH				
Pathe Pic Series 456-468:					
Pathe Pic. No. 456	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 28813	8	September 18
Pathe Pic. No. 457	" "	" "	Br/E 28814	8	September 18
Pathe Pic. No. 458	" "	" "	Br/E 28815	8	September 18
Pathe Pic. No. 459	" "	" "	Br/E 28816	8	September 18
Pathe Pic. No. 460	" "	" "	Br/E 28817	8	September 18
Pathe News 63-75	" "	" "	Br/E 28566	8	September 20
Pathe News 63-76	" "	" "	Br/E 28567	7	September 20
Movietone News 1788A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 28513	7	September 20
Movietone News 1789	" "	" "	Br/E 28514	7	September 20
	FOREIGN				
Studs Lonigan	United Artists Corporation Ltd.	Longridge Enterprises Inc.	F 28804	95	September 16
War Hunt	" "	T.D. Enterprises Incorporated	F 28805	83	September 16
A New Kind of Love	Paramount Film Service Ltd.	Melville Shavelson Production	F 28806	109	September 16
Wives and Lovers	" "	Hal Wallis Productions	F 28807	103	September 16
Operation Camel	Compton-Cameo Films Limited	American International Pictures	F 28808	71	September 16
The Castilian	British Lion Films Limited	Producciones Cinematograficas M.D.S.L.	F 28809	120	September 16
Vice and Virtue	Gala Film Distributors Ltd.	Trianon Productions	F 28810	102	September 16
The Seventh Sword	New Realm Pictures Ltd.	Adelphia Comp. Cin. Francisco Films and Ambrosiana Cinematografica	F 28811	84	September 17
Flight of the White Stallions	Walt Disney Productions Limited	Walt Disney Productions	F 28812	112	September 18
The Terror of Dr. Hichcock	Compton-Cameo Films Limited	Panda S.p.A.	F 28818	76	September 18

The playing time of the film 'Tommy the Toreador' (Br/E 24808) registered on December 2, 1959, has been amended to 77 minutes (6,910 feet).
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Government Surplus Sales by Auction

Air Ministry

1963	Stores	Location	Auctioneers
Oct. 8, 9, 10	Six E.D.D. type storage sheds (two 700 ft. by 300 ft., 600 ft. by 300 ft., 350 ft. by 300 ft., 150 ft. by 100 ft., 90 ft. by 50 ft.); three T2 type hangars (240 ft. by 122 ft.); 70 seco type huts (various sizes); 420 Nissen huts (36 ft. by 18 ft.); 16 timber huts and sheds (various sizes); a large quantity of cable, heating and lighting equipment, water storage tanks and miscellaneous equipment.	Royal Air Force Station, Burtonwood, Warrington, Lancs.	J. Mainwaring, Stafford & Co. Ltd., 75a Bridge Street, Warrington, Lancs.
Oct. 9 .	Miscellaneous stores and equipment . .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley; and at: Royal Air Force, Melksham, Wilts. Royal Air Force, Netheravon, Wilts. Royal Air Force, Hullavington, Wilts.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel.: Gloucester 21267).

The above sale will include mattresses, blankets, carpets, rugs, furniture, including tables, chairs and lockers, dental, medical and hospital equipment, x-ray units, dental engines and chairs, brushes, camp kits, gymnastic equipment, clocks and pilot clocks, portable gramophones, projectors, marine diesel engines, generating sets, switchboards, 'Perkins' diesel marine engines and 'Ford-Napier' petrol marine engines and other diesel and petrol engines, alternators, generators, transformers, pumps, vehicle and aircraft tyres, bomb and aircraft trolleys, engine cases, a large quantity of carpenters, fitters and tinsmiths tools, marine spares, miscellaneous stores and equipment.

Oct. 17 .	Miscellaneous stores and equipment .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel.: Kidderminster 2053).
Oct. 23 .	Miscellaneous stores and equipment .	Royal Air Force Station, Hemswell, Gainsborough.	Brady & Son, 17 Warren Street, Stockport, Cheshire. Tel.: Stockport 2252).
Nov. 20 .	Miscellaneous stores and equipment .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford, (Tel.: Stafford 2331).
Nov. 27 .	Miscellaneous stores and equipment .	Royal Air Force Stations, North Luffenham, Tuddenham and Feltwell.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel.: Stockport 2252).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

War Office

1963	Stores	Location	Auctioneers
Oct. 3 .	Machine tools and miscellaneous stores .	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).
Oct. 8 .	Miscellaneous stores	Command Ordnance Depot, Coypool, Marsh Mills, Plymouth. (*Sale at Kinterbury House.*)	Wolland Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 69292).
Oct. 8-10 .	Vehicles, earthmoving, road making and lifting equipment, plant ancillaries and spares.	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
Oct. 15 .	Hand tools, textiles and miscellaneous stores including:	Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 50-52 Merrion Street, Leeds, 2. (Tel. 20898).

Motor rollers; forklift trucks; generating sets; vehicle washing and paint spraying plants; pneumatic winches; tools and hose; welding sets; lifting equipment; sewing machine; lathes; drilling, grinding and boring machines; blankets; tentage; canvas; webbing; cordage; mattresses; pillows; camp equipment; haversacks; carpets; packs; curtains; mats and rugs; leather jerkins; greatcoats; trousers; raincoats; vests; drawers; socks; boots; sandals and rubber boots; engineers; and woodworkers vices; jacks; field forges; barrows; M.T. spares; tool kits; tyres; batteries; electric cable; jerricans; electrical equipment; safes; wireless and signal equipment; surveying and drawing instruments; binoculars and optical spares; testing equipment; sewing machines; kitchen and hardware; cutlery; butchers' equipment; stoves and lamps; bins and buckets; Nissen hutting components for 16 ft. and 24 ft. span huts; M.T. assemblies for Rover, B.M.C., Bedford, Standard, Gardner; folding and dining tables; folding, tubular and easy chairs; bedside tables; forms; beds; office desks; filing cabinets; boxing rings, etc.

Oct. 29-30 .	Machine tools, watches and miscellaneous stores.	W.D. Storage Depot, Ruddington, Notts. .	Walker, Walton and Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

Ministry of Public Building and Works

1963	Description of Goods	Location	Auctioneers
Oct. 1 .	Office and miscellaneous furnishings and domestic refrigerators, electric and other fittings, canteen equipment, crockery, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, 51 Kidbrooke Park Road, London, S.E.3.	Hollingsworth, Bank Chambers, 329 High Holborn, London, W.C.1. (Tel. Holborn 0337).

Catalogues, price 6d., are obtainable direct from the auctioneers. View-days: day preceding the sale and morning of sale.

Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
Europe	Sept. 6	Dec. 6
United Kingdom	Aug. 2	Nov. 1
Outside Europe	July 5	Oct. 4

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855 Ext. 3096 Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

Mrs. Erroll Opens Watch and Jewellery Fair

THE NINTH International Watch and Jewellery Trade Fair was opened at Earls Court, London, on September 23 by Mrs. Erroll, wife of Mr. Frederick Erroll, President of the Board of Trade. In her speech Mrs. Erroll said that the fair afforded traders an unrivalled opportunity of seeing under one roof a comprehensive range of exhibits representing every aspect of the trade's activities, of being able to examine the most up-to-date designs, styles and variations in watches and clocks, precious and costume jewellery, cutlery and plate, gold and silverware, fine glass, ceramics, luxury gifts and accessories. Such a collection in one place was most impressive.

Mrs. Erroll said that the presence of overseas exhibitors added considerable attraction and interest to the display and gave people an opportunity of seeing their products shown side-by-side with those of British industry.

The fair is now firmly established as the major trade event of the year – attracting buyers from all parts of the United Kingdom and overseas. Providing an ideal meeting-place for manufacturers and suppliers with their customers, it has developed a social atmosphere of its own affording a pleasant setting for the renewal of business contacts and the establishment of new relationships in the trade.

Every year experts seem able to pack a little more into the tiny dimensions of a watch case. This year an exhibitor has managed to incorporate in one wrist watch a wrist alarm, self-winding movement, and an automatic calendar. It retails at £45 with steel case, or £95 in 18 carat gold.

Advancement is also apparent in alarm clocks, and one which will be widely appreciated has an alarm which rings automatically every 24 hours. Movement and alarm need winding only once a week, and the alarm turns itself off after ten seconds. If stopped by hand it automatically re-sets its alarm movement. A collector's piece is a watch which has been encased in an antique gold coin. The coin has been halved, hollowed and hinged and the finest of hand-made movements inserted. One of these watches can be made up for approximately £400. Electric battery-driven wrist watches with improved movements are also shown at the Fair.

Among the luxury-class exhibits are: an evening bag made in 18 carat gold and diamonds, which incorporates an incredibly thin watch behind its mirror. The hidden watch slides sideways from behind the mirror. Cost £3,000. Bracelet watches made up of rubies and diamonds, or sapphires and diamonds, are shown at values between £5,000 and £10,000.

Other items of interest include dishes and plates specially treated for protection against marks and scratches, a cheeseboard demonstrating how beautifully wood and stainless steel can be combined, and this item has double value in that the board can be removed, leaving a shallow dish, useful as a fruit container.

Finally there are the exhibitors whose products the public do not normally see but are vitally important in the production and maintenance of watches and clocks. They are: servicing machines, regulating machines, cleaning machines and electronic de-magnetizers, all of which must keep pace with the constant developments in the industry. Watch rate recorders, engraving machines and makers of display cases and boxes all play an essential part in the final presentation of good watches and clocks.

The fair closes today.

British Week Samples Display for Dusseldorf

BRITISH CONSUMER goods manufacturers are invited to take part in a Samples Display being held in Dusseldorf from November 12 to 14 to enable local retailers to order new stocks of British products for sale during the British Week there next May.

The Display is being organized in the British Week office in Dusseldorf on the advice of German marketing advisers and in conjunction with the Board of Trade and the Export Council for Europe. The British Week office has built up an extensive list of retailers and other buyers in the Dusseldorf area interested in the British Week and will be sending personal invitations to them for the Samples Display.

The specific purpose will be to enable these retailers and buyers to view a wide range of British products available to them and order stocks in time for the British Week. The Display will be strictly trade only and there will be no need for elaborate presentation. Charges are such as to enable manufacturers booking the smaller units of space to carry out the whole operation, including sending a representative out to Dusseldorf from Britain, for about £100.

Tickets to a reception to which German buyers will be invited will cost £3 3s. and each purchaser will be allowed to nominate two persons whom he wishes to be invited. If he makes no nomination, the British Week office will invite two persons in his line of business on his behalf.

Application forms must be returned not later than October 10, 1963. Further information can be obtained from Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. TRA 8855, Ext. 3183.)

Emphasis on British Machinery at Bogota Fair

THE BOGOTÁ Fourth International and First Latin American Common Market Industrial Fair was held at the permanent exhibition grounds in Bogotá, managed by Corporación de Ferias y Exposiciones S.A., between August 30 and September 15.

Preliminary notices about the Fair were only issued in February of this year and the regulatory decree was not issued until March. Moreover, while fairly liberal treatment was accorded to imports from other LAFTA countries, virtually no concessions were made to importers wishing to show exhibits from countries other than those of LAFTA or those with whom Colombia has bilateral trade agreements. International participation was consequently on a small scale, but there was a fair display of national products demonstrating the perhaps unexpected degree of industrialization which Colombia has now achieved.

The following countries had 'national pavilions', although not all of these involved official participation by the governments concerned: Peru, Mexico, Venezuela, Ecuador, Argentina, Chile, Yugoslavia, Poland, Finland, Japan, Spain and the United Kingdom. France was represented by an exhibit concerning the cattle industry,

British Machinery at Bogota Fair (*Continued*)

and a few other countries had stands in the information pavilion.

The British pavilion, where the emphasis was on machinery, contained exhibits by nine trade exhibitors, either British companies or local companies representing British principals and a commercial inquiries stand manned by members of the staff of the British Embassy. The latter received more serious commercial inquiries than might have been expected, and the other participants were generally satisfied with the results achieved. A total of 24 British companies were represented at the exhibition, either in the British pavilion or by exhibits of their products in other pavilions, or by products manufactured or assembled outside the United Kingdom under licence. The most spectacular exhibit in the whole exhibition was that of Colmotores, the locally owned plant assembling Austin motor vehicles under licence from the British Motor Corporation.

A total of 780,000 people visited the Fair during the 17 days that it was open. It has been announced that the next Fair will be held in 1964, during the same period of the year, and it is hoped that in future this will alternate biennally with the Pacific Fair at Lima.

Rising Export Sales Reported at Caravan Exhibition

OFFICIALS at the International Caravan Exhibition at Earls Court – organized by the *Daily Mail* and the National Caravan Council – reported that more than 80 overseas buyers from all parts of the world visited the Exhibition on its opening day, September 18, to begin trading for caravans of all types.

Exhibitors on every stand visited reported that production this year had soared. More important, the demand for British caravans from overseas markets is growing. British manufacturers found that, in spite of increased competition from continental firms and high tariff barriers, exports of British caravans in the first six months of 1963 were 59 per cent higher than the same period last year. Caravan exports in 1962 totalled 6,884 units.

The British caravan industry sells to about 60 countries, including a useful trade in specialized vehicles for geological expeditions, oilfields, construction workers etc. However, the main demand is from such countries as Sweden, Western Germany, Holland, France and Belgium where British caravans have a good lead on their competitors. According to Wing-Commander J. G. Jefferson, Chairman of the National Caravan Council, this is due to highly competitive prices and to the imaginative interior and exterior design of the British product.

Wing-Commander Jefferson, who is also managing director of Travelmaster Caravans, said that on his own stand he had, on the second day of the Exhibition, sold more than 300 Travelmaster fast touring vans and had received firm inquiries for an unspecified number of large touring vans – 4-wheeled Tuscans – specially designed for the Continental market and sold in large numbers to France, Holland, Belgium and Western Germany.

An official on the Bluebird Caravans Ltd. stand said that they had had 'a very definite inquiry' for 1,500 caravans of various types for the Continent.

Dovedale Caravans had to put back delivery dates to November after several orders for a 32-ft. caravan costing £850. More than 40 were sold and other orders were being expected from Belgian and Swedish buyers.

Thirty-one tourers costing £500 each were sold to Denmark and Sweden by Bessacar Caravans.

The Lynton Caravan Manufacturing Co. Ltd., reported that, although they only started a serious export drive last year, they have doubled their overseas sales in 1963. At this year's exhibition they have received substantial orders from Sweden and Germany, mainly for small and medium-sized touring vans.

Fairview Caravans Ltd., have sold more than 100 touring vans to Sweden and anticipate sales of many more. This company recently moved their factory to Harwich with a view to increasing their export trade in anticipation of Britain's entry into the Common Market. The breakdown of the Common Market negotiations have not affected their export plans, they state.

The International Caravan Exhibition is open daily, except Sunday, until September 28.

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70 British Firms at Salonika Fair

By R. A. Sykes, of the British Embassy, Athens

FOR THE FIRST time since 1954 Britain was represented by a large official pavilion at this year's International Trade Fair at Salonika. Britain's return has been welcomed by all shades of Greek opinion, both official and private, and British firms and their agents who have exhibited in the Pavilion are well satisfied with their results.

The International Trade Fair at Salonika is an annual one, lasting three weeks and it is one of the biggest events in the life of Northern Greece, whose capital, Salonika (or Thessaloniki as it is now called) comes second only to Athens in size and importance. The site of the Fair is close to the centre of the town, and there can be few citizens of Salonika who do not visit it. The Fair itself consists of both national and international pavilions. The national pavilions include displays of Greek industry, such as textiles, leather work, electrical equipment, and so on, as well as admirably mounted displays put on by such semi-Governmental organizations as the Public Power Corporation, the Greek Telecommunications Organization, and the National Tobacco Board. International participants this year numbered 17, and apart from Great Britain included the United States, France, Itay, New Zealand (with a stand which served free portions of New Zealand lamb chops at periodic intervals), Cyprus and Israel, as well as a number of Eastern European countries, even though the Soviet Union itself did not take part. Importers of foreign goods in Greece have an added incentive to exhibit at the Fair, since the Greek Government make two major concessions to them. In the first place 'In Transit' facilities are given to certain merchandise on which prior deposits of up to 126 per cent of their c.i.f. value are normally payable at the time when import approval is granted. Import approval is not required for goods which are displayed at the Fair, and no prior deposit is necessary. Secondly, United States $700.000 is allocated to foreign exhibitors, more or less in proportion to the size of their participation, to import certain goods on the so-called 'Restricted List'. Britain's allocation this year was United States $101,000 compared with United States $11,000 in 1962.

The British Pavilion, which occupied a commanding position just inside the entrance ot the Fair, was the largest of all the foreign pavilions, covering an area of over 4,500 sq. metres and the products of over 70 British firms were represented. Although the emphasis lay rather on consumer durables, such as bicycles, washing machines mixers and similar products, there was a good variety of other British goods, ranging from powered hand tools through hotel porcelain, textiles and textile machinery, office equipment, agricultural machinery and contractors' plants, down to less costly products of everyday use such as Vogue patterns, dog foods and tea. The Federation of British Industries had an information stand, and the Linguaphone Institute were also represented. B.P. also had a stand illustrating their drilling operations in Greece. Finally, there was the 'Edinburgh Castle', a bar where the public could sample eight brands of Scotch Whisky at moderate prices. Associated with it was a lounge for exhibitors, where they could talk business with their customers or simply relax, and where they could show trade films as well. Bar and lounge were fully air-conditioned – a much appreciated amenity in the heat of Salonika.

Mr. Alan Green, Minister of State, Board of Trade, visited the Fair on Sunday, September 8, and made a detailed tour of the British Pavilion as well as looking at some of the other displays at the Fair. His visit received excellent publicity and was obviously most welcome not only to the exhibitors but also to the Fair Authorities, to whom a tribute should be paid for their consistent understanding and helpfulness over the many administrative and other problems which always arise in a Fair of this kind. The British Ambassador, Sir Ralph Murray, gave a reception in the Pavilion on September 20, which wound up and set the seal on British participation this year at the Fair.

While it is too early to be able to assess the full impact of the Pavilion, and of the effect it has had on British trade with Greece, the initial reactions of exhibitors are encouraging. Nearly all of those who took stands seem thoroughly satisfied with the results. A number have said that quite apart from the prospect of sales, the advertisement value of their participation alone made it well worth while. One or two have already done useful business. One exhibitor sold 35 units in the first five days, which alone paid for a great part of the cost of his representive's visit. The agent of one of the motor manufacturers is also well satisfied. Not only did he sell a car to a doctor even before the Pavilion was open (his stand was in the open air and not inside the covered part of the Pavilion), but a Greek farmer asked to buy one of the tractors on display, demanding, however, immediate delivery. The agent readily agreed and the versatility of the tractor was admirably demonstrated when it drove down the flight of steps leading to the main entrance of the Pavilion.

Mr. Alan Green (left), Minister of State, Board of Trade, during his tour of the British Pavilion, watches a leaflet duplicated for the Board of Trade on the stand of Symeonides Brothers, Gestetner Concessionaires in Greece.

In general it seems fair to say that the British Pavilion has not only been welcomed by Greeks as being, in the words of Mr. Alan Green 'a tangible expression of the long and traditional friendship between Britain and Greece', but that it has also been thoroughly successful in its own right. Many visitors to the Pavilion have asked whether we shall be participating again next year. This decision can of course only be taken after a careful assessment has been made of the views expressed by this year's exhibitors, who may perhaps feel that, in common with many other countries, participation every other year or every third year would be more appropriate. It can, however, be said with confidence that the decision to take part in 1963 has been entirely justified.

Copper Exhibition Opens in London

AT THE opening of the 'Copper and You' Exhibition at the Ceylon Tea Centre, Lower Regent Street, London, W.1, Mr. M. J. Lamb, Acting High Commissioner for Rhodesia and Nyasaland, said that copper, the oldest metal used by mankind was one of the principal sources of wealth of this part of Africa and helped to bind the area in a close relationship with British industry.

The 'Copper and You' Exhibition lasts until October 4.

Designing Suitable Work for the Disabled

'Design of Work for the Disabled' is a recent publication in the Department of Scientific and Research 'Ergonomics for Industry, series. Copies of the booklet can be obtained free on application to the DSIR Library, State House, High Holborn, London, W.C.1.

Sugar Year Book

The International Sugar Council have published the sixteenth issue of the 'Sugar Year Book, 1962'. Copies of the 'Year Book' can be obtained from The International Sugar Council, 28 Haymarket, London, S.W.1. Price 20s. post free.

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Decrease in Industrial Accidents

THE NUMBER of industrial accidents reported to H.M. Factory Inspectorate last year was 190,158, a fall of 2,359 or 1·2 per cent over 1961, according to the annual report of H.M. Chief Inspector of Factories which has been published as a White Paper. 'The overall pattern', writes Mr. R. K. Christy, the Chief Inspector, in presenting his report to the Minister of Labour, 'is marred by a continuing rise in the number of accidents reported by the construction industries. In 1962 it rose to 25,338 from 23,356 in 1961, an increase of 8·5 per cent'.

Copies of the White Paper (Cmnd. 2128) are obtainable from H.M. Stationery Office. Price 8s. 6d.

Addresses of ECGD Local Offices

The following amendments should be made to the list of ECGD Local Offices published on page xxviii of this week's issue of the *Board of Trade Journal*:

Belfast	J. J. Browne
Edinburgh	A. E. Beedles
Newcastle-upon-Tyne . .	H. Watson

Broadsheets on Britain

Manpower is the theme of the eighth government broadsheet in the 'Looking Ahead' series. Entitled 'Growth and Manpower,' it describes action that is being taken or discussed in regard to a number of important manpower problems – changing jobs, shortage of skilled labour, better regional balance between manpower and industry. This broadsheet is the second of a further group of three on economic growth: No. 7 was on 'Growth and Change'; No. 9 will be on 'Growth and Investment'. Numbers 7 and 8 are available now (free) from Circulation Section (H), Central Office of Information, Hercules Road, London, S.E.1.

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Overseas Trade Section

Malaysia—the Economic Promise and Tasks Ahead

By Dr. Lim Swee Aun, Minister of Commerce and Industry

Singapore's waterfront. The business and administrative centres are on the left and right foregrounds respectively. The Singapore River winds its way through the central foreground.

Photo: Singapore Ministry of Culture

IT HAS RIGHTFULLY been said that great changes can occur only through the operation of great forces. Such changes are taking place in this part of the world following the decision of the Government of four territories to form a new Federation. I am writing at a time when my country is on the threshold of a momentous era, brought about by the emergence of the nation of Malaysia on the political map of Asia.

This new Federation will comprise Malaya, Singapore and the Borneo States of Sarawak and Sabah, formerly known as North Borneo. A Mission of the International Bank of Reconstruction and Development, under the distinguished chairmanship of Professor Jacques Rueff, studied the economic implications of the proposed Federation and recently submitted its report together with its recommendations to the Governments concerned. The recommendations of this fact-revealing report will be the blue print for Malaysian economic development.

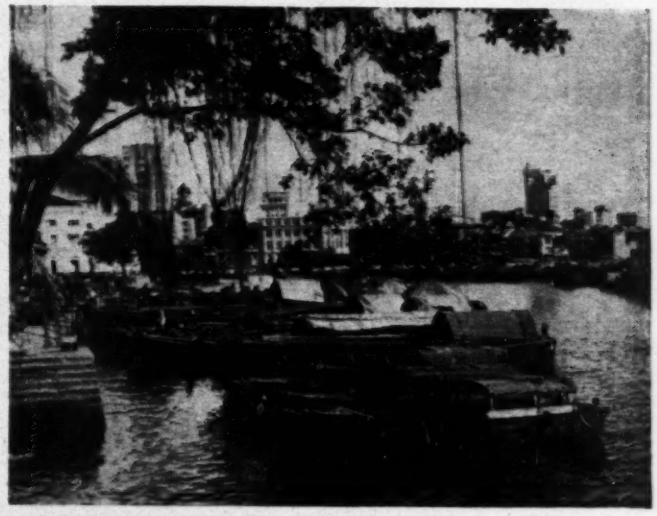
The Economic Set-up of Malaysia

The territories are at different stages of social and economic growth and economic policies have therefore to be flexible enough to allow for balanced growth of the respective States. The population of the territories is about 10¼ million and is growing at the rate of 3 per cent per annum. With increasing population and the growth of medical facilities, the rate may well be stepped up in the future. Malaya's population growth is 3·3 per cent per year, which is higher than the figure for Indonesia and Ceylon. Average density of population per square mile is 7,800 in Singapore, 143 in Malaya and 16 in Sabah and Sarawak.

That these territories are growing at an unequal pace is evident from the following statistics. In Malaya, 58 per cent of the economically active population is employed in agriculture, forestry and fishing, while the figure for Sarawak and Sabah is 80 per cent and for Singapore only 8 per cent. Manufacturing and construction activities absorb 20 per cent of Singapore's labour force, the corresponding figure is 11 per cent for Malaya and 6 per cent for the Borneo States. Singapore being more urbanized than the rest provides a 70 per cent employment in trade, transport and services while for Malaya and the Borneo States the figures are 30 per cent and 13 per cent respectively.

The average national income per capita of Malaysia is estimated to be twice that of Thailand and the Philippines. The national income per capita figure is £155 for Singapore, £96 for Malaya, £83 for Sabah and £65 for Sarawak. The average per capita income is approximately M$860 or £102.

The common feature of these territories is the heavy dependence on a few raw materials for export. Indeed there is a preponderant reliance on exports and trade services. In 1961, exports of domestic goods and services for the territories amounted to £470 million. Export earnings invariably affect the income of these states, being the chief determinant of the gross national product. It is estimated that export income is approximately 40 per cent of the gross national product. Rubber plays the predominant role accounting for 40 per cent of the total export earnings. Exports of timber provide the main income of Sabah while Singapore derives most of its income from services. Because of the heavy reliance on export earnings, economic prosperity of these states is at the mercy of world demand for their primary products. It is therefore vital for these states to diversify.



Singapore River, the lifeline of the entrepot. Produce is taken by these tongkangs to and from the coasters lying off in the Roads and the godowns on the River bank.

Photo: Singapore Ministry of Culture

The rate of investment in the private and public sectors has increased; for example, in 1962 the total investment rose to 18 per cent of the national income in Malaya and the Borneo States, compared with 15 per cent in the 1956 to 1959 period. Private investment is approximately 50 per cent of the total investment in the

(*Continued on page* 705)

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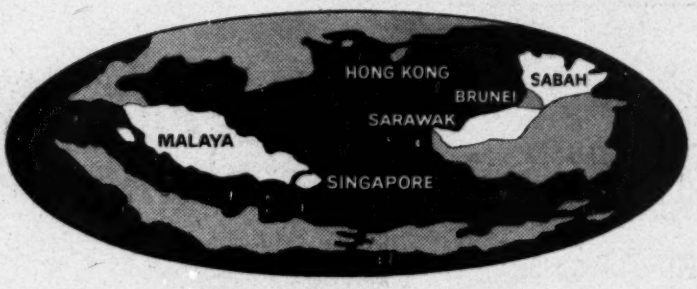

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Pan-Malayan Finance, Limited, Singapore.
Mayban Trustees Limited, Kuala Lumpur.

Balance Sheet as at 30th June, 1963

Share Capital		
Authorised: *10,000,000 Shares of* $5 *each* $50,000,000		
Issued: *3,000,000,000 Shares of* $5 *each*, fully paid		$15,000,000
Reserve Fund (*including Share premium account* $2,000,000)		
As at 1st July 1962	2,600,000	
Recommended Transfer from Profit and Loss Account	1,000,000	
		3,600,000
Profit and Loss Account		146,266
Total Capital and Reserves		18,746,266
Reserve for Future Taxation		1,750,000
Current Accounts, Fixed Deposits and Other Accounts		268,513,202
Bills Payable		2,747,556
Amount due to Subsidiary Companies		2,226,341
Proposed Dividend		675,000
Acceptances and Guarantees on behalf of Customers (*as per contra*)		104,433,989
		$399,092,354

Cash in Hand, Balances with Bankers and Agents		$60,637,822
Federation and U.K. Government Securities at Cost (*Market Value* $31,033,000)		30,927,962
Investments in Public Companies at Cost Quoted (*Market Value* $1,456,000)	1,393,814	
Unquoted	600,000	
		1,993,814
Bills of Exchange		37,487,022
Advances to Customers, Loans and other accounts less provision for doubtful debts		149,357,461
Investments in Subsidiary Companies at Cost		6,295,058
Liabilities of Customers for Acceptances (*As per contra*)		104,433,989
Bank Premises and other Properties *At cost less amount written off*		7,959,226
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		$399,092,354

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Malaysia—The Economic Promise (*Continued*)

proposed Malaysian States. The main reason for the tremendous growth of the private sector is because of substantial private investment in these fields, viz. planting and replanting of oil palm and rubber, development of forestry, expansion of construction and manufacturing. The incentives provided by the public sector in the way of tax exemption and provision of infrastructure for industry are equally significant factors in the promotion of private investment.

Outlays on social services such as education and health, low-cost housing, etc., have doubled in the 1959-1963 period. The main task of public investment at the present moment is to provide economic facilities particularly in land development – expansion of land development projects, rubber replanting grants to smallholders and estates, extension of road and communication facilities, and expansion of agricultural research.

Industrialization is growing at a steady pace and augurs well for the future. In Malaya, and Singapore especially, public investment has been substantial in civil aviation, telecommunications, port facilities and electric power generation, giving Malaya and Singapore a completely modern and urban outlook. Large sums of money have been expended on the development of industrial sites, while the provision of long and short-term loans for industry, together with tax exemption and tariff protection afforded by Government are incentives to step up the rate of industrialization.

The financial position of the territories as a whole is sound and the economic position can be expected to be stable in the future. The Malayan currency is valued at 2s. 4d. to the dollar. This par value varies within a very limited range, thus making for the stability of the currency. Moreover the Currency Board, which governs the issue of notes in the country, maintains backing in securities at a minimum of 100 per cent for all the money in circulation. The Malayan currency is legal tender throughout Malaya, Singapore, Sabah, Sarawak and Brunei. Since the revision of the Currency Agreement, the Currency Board has been permitted to hold assets in:

(a) Local securities up to M$1,000 million in any year and up to M$3,000 million in the first three years.

(b) Approved non-Sterling non-Commonwealth Government securities, and

(c) Approved Sterling securities issued by international financial institutions.

For Malaysia as a whole the total foreign exchange reserves stood at M$3,800 million (£443 milion) in 1962. This sound financial structure is made possible by the high level of revenue derived from the territories.

The Tasks Ahead

There is, however, no room for complacency for there are serious problems ahead for the Malaysian Federation. If the United States of America and Western Europe, with such a long history of industrialization, are apprehensive about the stagnation of their economies, we should be more so. We shall have to cope with the population expansion so that the higher income we receive from industrialization will be used to feed new mouths, for to survive as a democracy we must go on prospering. The Malayan industries alone will have to absorb 340,000 job seekers by 1965. At the same time 200,000 children will be seeking entrance into primary schools. Large resources will have to be utilized in the field of education and social services to take care of the needs of the younger age group. There are areas of poverty and neglect which the formation of Malaysia must remove, for there will be no justification for the creation of the Federation unless its people are able to have a higher standard of living and enjoy a better way of life. We in Malaysia must diversify and not depend heavily on our basic exports. The history of the rubber industry has taught us a bitter lesson. For example, the price of rubber fell from M$1·06 (29·68d.) a pound in 1960 to 71 cents (19·88d.) in mid-1963. We must conduct more intense research on rubber so that we shall be able to compete in quality and price with synthetic rubber. We must not only diversify, but diversify at a faster rate, and we must be prepared to face the odds of investment in social overheads which will not yield revenue until the lapse of a few years.

H.M. The Yang di-Pertuan Agong (centre) with Dr. Lim Swee Aun (left) and Mr. Christie, works director of the Dunlop Rubber Factory, Petaling Jaya.

The Economic Promise of Malaysia

The proposed Federation will be economically feasible because the limited financial, human and material resources will be pooled together in a gigantic effort to promote economic development. Mention has been made earlier on the contrasting features in the economic structure of the territories and also their varying rates of progress. Such inconsistencies and differences will be ironed out so that there will be balanced development for all the territories. The new Federation will be able to tackle their economic problems with greater scope and to erect an economic structure on more ambitious lines. With Malaysia each territory need not be entirely dependent on a few sources of income which will mean that our economy will not be at the mercy of external forces. There will be a free flow of income and exchange of skilled and unskilled labour between the territories which can speed up the rate of diversification.

The Common Market

THE AGREEMENT ON COMMON MARKET AND FINANCIAL ARRANGEMENTS was signed between Singapore and Malaya in London and has subsequently come to be known as Annex J to the Malaysia Agreement. The opening article summarizes the arrangement succinctly:

'(1) The Federal Government, in order to facilitate the maximum practicable degree of economic integration of the territories of Malaysia, while taking account of the interests of the entrepot trade of Singapore, Penang and Labuan and those of existing industries in Malaysia, and the need to ensure a balanced development of these territories, shall progressively establish a common market in Malaysia for all goods or products produced, manufactured or assembled in significant quantities in Malaysia, with the exception of goods and products of which the principal terminal markets lie outside Malaysia.'

The common market will be a powerful economic bulwark of Malaysia because it will open up new markets to producers. In agriculture, there will be augmented markets for vegetables, fruits, sugar cane, maize, fish and livestock products, especially in an industrializing Singapore.

With the creation of the common market, the manufacturing sector will reap the maximum advantages, because the market for manufactured products will be widened and the protection of local industries will be afforded by the erection of a common external tariff. The unemployment problem will be partially solved with a gradual absorption of labour into secondary industries. That Singapore will benefit is obvious, for its industrial products can easily

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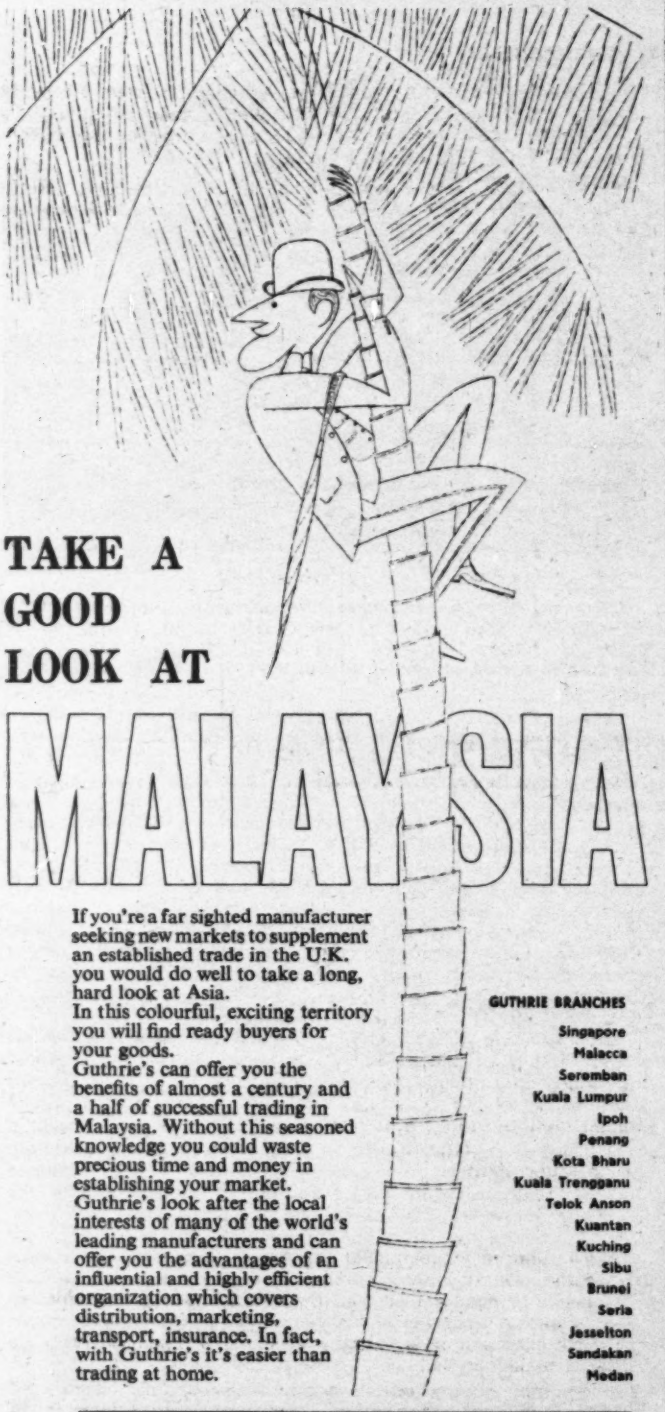

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Malaysia—The Economic Promise (*Continued*)

Some facts about Malaysia

	Malaya	Singapore	Sabah (formerly N. Borneo)	Sarawak	Malaysia
Population ('000) ...	7,232	1,700	475	780	10,187
Area (sq. miles) ...	50,700	220	29,388	48,250	128,558
of which under					
Rubber	6,130	10	317	520	6,977
Rice	1,487	—	137	425	2,051
Forest Reserves ...	13,250	—	9,680	11,450	34,380
Estimated Gross National Product ($ million Malayan)...	5,720 (£667m.)	2,200 (£257m.)	300 (£35m.)	430 (£50m.)	8,650 (£1,009m.)

be exported to Malaya and the Borneo States free of import duty. It is notable that in 1961 retained manufactures (from textiles to machinery) amounted to £350 million, twice the value of local production. At present there is a £35 million textile market and Singapore production is less than 10 per cent of local sales of textiles.

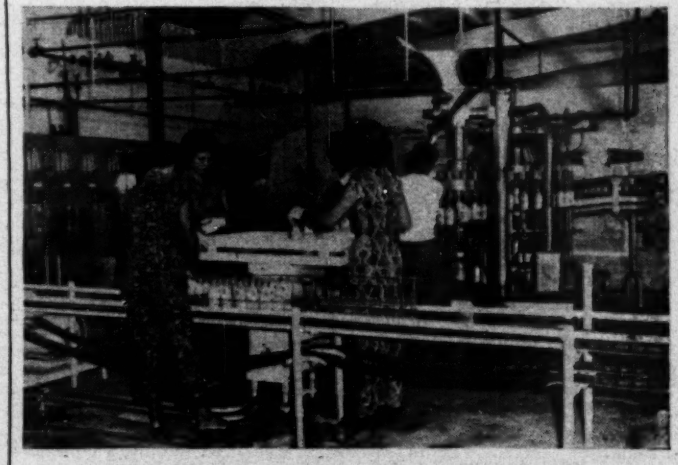
While industrialization is our aim, we shall make equal efforts to maintain our export position and to ensure that our domestic sectors do not slip into economic lethargy. We shall therefore use our tariff policy judiciously as a tool of progress and not to encourage the growth of second rate goods for our consumers.

We shall preserve our free enterprise system so that we may continue to enjoy a standard of living higher than all Asian countries, except Japan. In Malaya we are proud of the fact that investments have been forthcoming from 14 countries in the world. This indeed is a testimony of faith in our economic soundness and political stability.

Malaysia and the World at Large

What has Malaysia to offer the world? We are conscious of the advanced technology and skills of the industrial countries of the west and are anxious to acquire them. It is therefore our deliberate policy to encourage foreign investment in Malaysia. In Malaya the general aim of the industrial development policy of the Government is to create a climate conducive to capital investment in

(*Continued at foot of next page*)



Gaily dressed Asian girls lend a touch of colour to this scene in a Singapore Dairy. The plant, installed for New Zealand Dairy Supplies (Singapore) Ltd., comprises a UDEC S6/10P soaker hydro washer and a UDEC 24/8SF filler crowner operating with ½-litre sterilized milk bottles.

Trade and Financial Arrangements

France and Bulgaria

IT WAS REPORTED in the French *Moniteur Officiel du Commerce* of July 6 that a trade arrangement was signed in Sofia on June 26 between France (including the Republics of Central Africa, Ivory Coast, Gabon, Chad and the Congo) and Bulgaria for the period August 1, 1963, to December 31, 1965.

Under the Protocol attached to the Arrangement for the year August 1963 to July 1964 France will supply Bulgaria with animals for breeding purposes, beef, veal, coffee, cocoa, wines and spirits, chemicals and pharmaceutical products, plastics, various types of paper and cardboard, books, and periodicals, rayon and man made fibres, textiles, steel cables, electrical equipment, precision instruments, and photographic material.

Bulgaria in return will supply France with various cheeses, eggs, fresh and dried fruit, fruit pulp, agricultural products, wines and spirits, tobaccos, oil, essences, wood, industrial machinery and electrical equipment and parts.

The arrangement provides possibilities for a rise in the level of trade during the first year to a total of 200 million francs.

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, London, S.W.1. (Tel. Trafalgar 8855, Ext. 7618). Reference CRE 6636/G.

Algeria and Morocco

THE ALGERIAN *Journal Officiel* of August 20 published details of a series of agreements concerning trade between the two countries. These include lists of goods to be exchanged (a) free of customs duty, (b) under a global tariff quota, (c) under a specified quota, and other similar details. No quota values are stated for the present agreement, which is valid until December 31, 1963.

Inquiries about these agreements should be addressed to Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Pakistan—Kuwait

THE COMMERCE Minister in Pakistan has announced that Pakistan will open a Trade Office in Kuwait in March or early April, next year.

'Hints to Businessmen' Visiting Pakistan

A REVISED edition of the booklet on Pakistan has been published in the series of 'Hints of Businessmen'.

British businessmen who intend visiting that country on export business can obtain copies of the booklet on application to the Board of Trade, Directories and Notices Section, Room 0348, Horse Guards Avenue, London, S.W.1. (Telephone Trafalgar 8855, Ext. 2928).

British Overseas Commercial Representatives' Visits During October to December

THE FOLLOWING British Trade Commissioners and Commercial Diplomatic Officers are expected to be in this country during October to December, 1963:

CEYLON (Colombo)	R. E. Doubleday	Assistant British Trade Commissioner.	December	In present post since 1961.
COSTA RICA (San Jose)	F. F. Garner, C.M.G.	Ambassador and Consul General	October (London only)	Previously Ambassador and Consul General Cambodia (Phnom Penh).
NIGERIA (Lagos)	W. B. J. Dobbs	Assistant British Trade Commissioner.	December	In present post since 1961.
(Enugu)	A. Dow	Assistant British Trade Commissioner.	From October	Previously served in British Trade Commissioner's Office in Dublin.

British firms and organizations which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment. It would be helpful if the nature of the problem, in particular the commodities involved, could be stated.

Those firms and organizations which would wish to see an officer *only* if an appointment in their own area could be arranged, should contact the appropriate Board of Trade Regional Office, or in Northern Ireland, the Ministry of Commerce, Belfast. Those which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should approach Tours Section, Board of Trade, Horse Guards Avenue, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional officers of the Board of Trade, or, in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Malaysia—The Economic Promise (*Continued*)

secondary industries. The Government has undertaken these specific measures as incentives to foreign investors:

(a) provision of financial inducement to invest,
(b) development of services to industry, and
(c) the granting of tariff concessions and the provision of protection of the local market for new products.

Under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958, the Government grants pioneer status to financially sound manufacturing companies. Tax exemption ranges from 2 to 5 years depending on the amount of capital invested in fixed assets. To date 102 companies have been granted pioneer status offering employment to 9,749 people. M$512,670,000 (£59·8 milion) in nominal capital is involved. The paid-up capital to date is M$134,398,055 (£15·7 million) of which M$36,444559 (£4·25 million) has been contributed from local sources.

The Government adopts a liberal attitude with regard to remittance of capital out of the country. No permission is required for remitting capital from Malaysia to Sterling countries and only nominal permission need be sought from the Controller of Foreign Exchange when it is intended to send capital to countries outside the Sterling Area. To guarantee the security of foreign investment in Malaya, the Government has formalized agreements with the United States of America and West Germany, providing for safeguards for their investments. Fourteen foreign countries including Australia, Bahamas, Canada, Denmark, Germany, Holland, Formosa, France, Hong Kong, Japan, Switzerland, Thailand, the United Kingdom and the United States of America, have taken advantage of these incentives provided by the Malayan Government. We welcome these foreign firms with gratitude realizing the importance they will play in the industrialization of the country. We know that we shall also profit from the advanced techniques that skilled foreigners can pass on to us.

Foreign investors will find Malaysia a good area for capital investment for we are favoured with economic soundness and political stability. I thank the British Trade Commission in the Federation of Malaya for kindly inviting me to write this article on Malaysia in the *Board of Trade Journal*. I hope I have written enough to convince the reader that Malaysia may well be the leading democracy of Asia tomorrow.

Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 433), (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on remittance of cash with order of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

ARGENTINA

Construction of a Port for State Coal Organization. (Advance Information.) Closing date not known. E.S.B. 30286/63.

AUSTRALIA

Hydrogen Plant for State Electricity Commission of Victoria. November 18. E.S.B. 29918/63.*

Switchgear for State Electricity Commission of Western Australia. October 31. E.S.B. 29952/63.*

Transformers for The Southern Electric Authority of Queensland. October 8. E.S.B. 30247/63.

Valve Parts and Air Connectors for Postmaster General's Department. November 11. E.S.B. 30246/63.*

Western Australian Government Tender Board:

Circuit Breakers. November 14. E.S.B. 29953/63.*
Grit Removal Plant. October 31. E.S.B. 29909/63.*
Transformers. November 14. E.S.B. 29910/63.*

BRAZIL

Agricultural Tractors for Presidente da Commissao, Sudene. October 21. Press notice (in Portuguese) available. E.S.B. 29398/63.*

BURMA

Irrigation Equipment for Irrigation Department. October 21. E.S.B. 30267/63.*
Web Equipment for Defence Department. October 31. E.S.B. 29602/63.*
Bicycles for Police Supplies Department. November 12. E.S.B. 29959/63/D.L.F.*

Civil Stores Committee:

Bicycle Parts and Accessories. October 28. E.S.B. 29957/63.*
Nuts and Bolts. October 28. E.S.B. 30259/63.*
Nuts and Bolts. October 28. E.S.B. 30260/63.*
Diesel Engine and Turbine. October 28. E.S.B. 29958/63.*
Pumps. October 28. E.S.B. 29956/63.*
Wire Nails. October 28. E.S.B. 30261/63.*
Glazed Tiles. October 9. E.S.B. 29384/63.*
Concrete Mixers. October 24. E.S.B. 29700/63.*
Gardening Tools. October 17. E.S.B. 29666/63.*
Gardening Tools. October 16. E.S.B. 29662/63.*
Axes. October 17. E.S.B. 29665/63.*
Filing Cabinets. October 10. E.S.B. 29669/63.*
Glass and Mirrors. October 10. E.S.B. 29671/63.*
Centrifugal Pumps. October 10. E.S.B. 29680/63.*
Paper. October 10. E.S.B. 29955/63.*
Compressed Jointing; Grease Packing; Carborundum Stone. October 10. E.S.B. 29679/63.*
Steel Mooring Cable. October 8. E.S.B. 29329/63.*
Wheelbarrows. October 8. E.S.B. 29330/63.*
Fire Fighting Equipment. October 8. E.S.B. 29331/63.*
Wire. October 8. E.S.B. 29332/63.*
Measuring Instruments. October 8. E.S.B. 29333/63.*
Toilet Preparations. October 15. E.S.B. 29334/63.*
Wheelbarrows. October 16. E.S.B. 29641/63.*
Pruners. October 16. E.S.B. 29667/63.*
Sewing Machines. October 24. E.S.B. 29901/63.*
Air Compressors. October 24. E.S.B. 29902/63.*
Concrete Vibrators. October 24. E.S.B. 29903/63.*
Zinc Sheets. October 24. E.S.B. 29905/63.*
Aluminium Sheets. October 24. E.S.B. 29906/63.*
Lead Sheets. October 24. E.S.B. 29907/63.*
Pitch. October 10. E.S.B. 29639/63.*
Rubber Sheet. October 10. E.S.B. 29640/63.*
Wire. October 21. E.S.B. 29976/63.*
Gauges. October 22. E.S.B. 29990/63.*
Measuring Tools October 22. E.S.B. 29991/63.*
Measuring Tapes and Rules. October 22. E.S.B. 29992/63.*
Brushes. October 24. E.S.B. 30202/63.*
Gauges. October 22. E.S.B. 29989/63.*
Portable Generator. October 7. E.S.B. 29670/63.*
Lawn Mowers. October 16. E.S.B. 29642/63.*
Tiles (Ceramic); P.V.C. Floor Covering. October 24. E.S.B. 29904/63.*
Putty. October 24. E.S.B. 29985/63.*
Brushes. October 24. E.S.B. 29981/63.*
Paint Rollers. October 24. E.S.B. 29982/63.*
Micrometer Gauges. October 21. E.S.B. 29978/63.*
Wire Netting; Fencing. October 21. E.S.B. 29977/63.*
Steel. October 28. E.S.B. 30262/63.*
Transhailers. October 10. E.S.B. 29643/63.*
Mild Steel Angles. October 10. E.S.B. 29672/63.*
Mamooties (Rangoon Hoes). October 17. E.S.B. 29664/63.*
Gardening Tools. October 16. E.S.B. 29668/63.*
Crow Bars. October 17. E.S.B. 29663/63.*
Roofing Felts. October 24. E.S.B. 29908/63.*
Measuring Instruments. October 22. E.S.B. 29979/63.*
Paint Brushes. October 24. E.S.B. 29980/63.*
Wall Boards. October 9. E.S.B. 29383/63.*
Metal Mesh. October 9. E.S.B. 29611/63.*
Joist Rolled Steel. October 9. Tender documents now available for loan. E.S.B. 29612/63.*

CEYLON

Tractors and Trailers for Ministry of Land, Irrigation and Power. (Further Information.) E.S.B. 28710/63.

Motor Vehicles for State Engineering Corporation of Ceylon. October 11. E.S.B. 29681/63.

Condensed Milk for Ministry of Defence and External Affairs. October 11. E.S.B. 29607/63.

Glue for Ceylon Plywoods Corporation. January 10, 1964. E.S.B. 30287/63.*

Directorate of Health Services:

Drugs. October 22. E.S.B. 29682/63.
Pharmaceuticals. December 10. E.S.B. 29683/63.

Government Stores Department:

Mild Steel Plates. December 3. E.S.B. 29674/63.
Galvanized Steel Sheets. December 10. E.S.B. 29675/63.
Galvanized Steel Corrugated Sheets. December 10. E.S.B. 29676/63.
Galvanized Iron Water Tubes. December 3. E.S.B. 29673/63.
Tyres and Tubes. October 15. E.S.B. 29608/63.

CHILE

Corporacion de Fomento de la Produccion:

Telecommunications Equipment. October 15. Tender documents in Spanish available. E.S.B. 29974/63.*
Abattoir Equipment; Poultry Regeneration Plant. December 3. Tender documents in Spanish available. E.S.B. 30203/63.*

COLOMBIA

Switchboards and Accessories for Bogota Electricity Board. November 20. E.S.B. 30270/63.

(*Continued on page* 711)

REPORTS FOR U.K. EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

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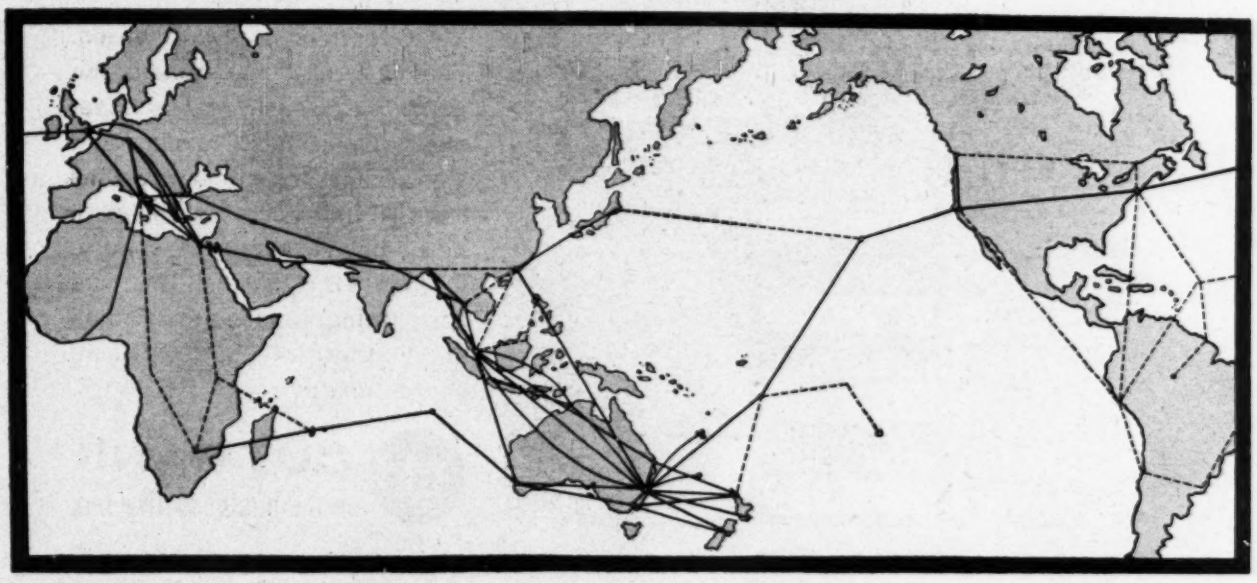

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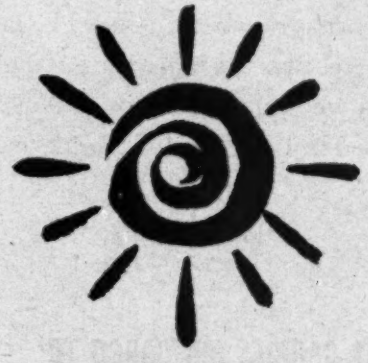

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Information for United Kingdom Exporters (*Continued*)

EGYPT

Steam Boilers and Accessories for Cairo Electricity and Gas Administration. October 15. E.S.B. 29934/63.*
Paper Manufacturing Plant for General Organization for Executing the Five Year Industrial Plan. (Further Information.) Closing date postponed to October 21. E.S.B. 14568/63.*

Egyptian Railways:
Welding Rods. October 26. E.E.B. 29949/63.
Ebonite Rods. October 21. E.S.B. 29948/63.
Hand Tools. October 14. E.S.B. 29946/63.
Hydraulic Buffers: October 28. E.S.B. 29950/63.
Proofing Machine. October 15. 29947/63.
Tools. November 12. E.S.B. 29951/63.
Twist Drills. October 12. E.S.B. 29945/63.

ETHIOPIA

Hydroelectric Power Plant for Ethiopian Electric Light and Power Authority. Closing date not known. E.S.B. 29644/63.

FORMOSA

Sander for TA HUA Enterprise Co. Ltd. October 28. E.S.B. 30257/63.*

Central Trust of China:
Cocoa Powder and Butter. October 11. E.S.B. 29378/63.*
Battery Charging Equipment. October 9. E.S.B. 29924/63.*
Diesel Electric Set. October 8. E.S.B. 29922/63.*
Electrician's Rubber Sleeves. October 7. E.S.B. 29694/63.*
Laboratory Instruments. October 7. E.S.B. 29647/63.*
Tools. October 9. E.S.B. 29645/63.*
Resin. October 7. (Further Information.) E.S.B. 22748/63.*
Insulating Materials. October 7. E.S.B. 29692/63.*
Crawler Tractor Spares. October 9. E.S.B.29930/63.*
Brass Tube. October 7. E.S.B. 29911/63.*
Billing Machine. October 7. E.S.B. 29927/63.*
Steel Pipe and Tubing. October 7. E.S.B. 29932/63.*
Rubber Gloves. October 11. E.S.B. 29696/63.*
Rubber Insulator Hoods. October 8. E.S.B. 29693/63.*
Rubber Insulating Blanket. October 8. E.S.B. 29650/63.*
Switchgear. October 8. E.S.B. 29929/63.*

GREECE

Refrigerator Cars for Greek State Railways. October 27. E.S.B. 29396/63.*

Ministry of Trade:
Air Conditioning Machines. October 31. E.S.B. 29385/63.*
Blood Transfusion Equipment. October 7. E.S.B. 29395/63.*
Agricultural Machinery. October 11. E.S.B. 29962/63.*
Vehicles. (Further Information.) Closing date postponed to October 15. E.S.B. 27869/63.*

INDIA

Aluminium Conductors for U.P. State Electricity Board. (Further Information.) E.S.B. 28791/63.
Bridge Construction for Public Works Department, Lucknow. (Further Information.) Tender documents now available. E.S.B. 28197/63.*
Diesel Generator Sets for Andhra Pradesh State Electricity Board. (Further Information.) Closing date postponed to October 18. E.S.B. 21050/63.
Gantry Crane for Delta Irrigation Centre. (Further Information.) Closing date postponed to October 15. E.S.B. 26752/63.*
Hollow Drill Steel for Beas Dam Project. October 29. E.S.B. 29943/63.*
Intercommunication Equipment for Damodar Valley Corporation. November 13. E.S.B. 30505/63.*
Parts for Power Outlet Gates for Radial Gate Manufacturing Division. (Further Information.) Closing date extended to October 8. E.S.B. 23512/63.
Railway Electrification for Railway Electrification, Calcutta. (Further Information.) Tender documents now available. E.S.B. 28770/63.*
Slaughter House Machinery and Electrical Equipment for Bombay Municipal Council. (Further Information.) Closing date postponed to October 30. E.S.B. 19226/63.*
Signal Brackets for Supplies and Disposals Dept., New Delhi. October 9. E.S.B. 29944/63.
Wireless Communication Equipment for North East Frontier Railway. (Further Information.) Tender documents and drawings now available. E.S.B. 29309/63.*
Tube Cleaning Equipment for Madras Port Trust. October 29. E.S.B. 30283/63.*

India Store Department:
Hay Baling Presses. October 24. E.S.B. 29635/63.
Lighting Arresters. October 29. E.S.B. 29925/63/D.L.F.

Madras State Electricity Board:
Lightning Arresters. October 31. E.S.B. 29935/63.*
Oil Filters and Blotter Presses. (Further Information.) Closing date postponed to October 7. E.S.B. 28170/63.

Ministry of Railways:
Steel Plates and Sheets. October 21. E.S.B. 29968/63.
Wheelsets. November 7. Tender documents without drawings available. E.S.B. 29624/63.*

Maharashtra State Electricity Board:
Laboratory Equipment. (Further Information.) Closing date postponed to October 22. E.S.B. 28177/63.*
Water Treatment Plant; LP Dosing Equipment. (Further Information.) Closing date extended to October 7. E.S.B. 26213/63.*

Commissioners for the Port of Calcutta:
Crane. (Further Information.) Closing date extended to November 1. E.S.B. 26753/63.*
Pumps. (Further Information.) Closing date extended to October 15. E.S.B. 23202/63.*

Atomic Energy Establishment, Trombay:
Can Sealing Machinery. October 16. E.S.B. 30221/63.
Metals; Wire. October 7. E.S.B. 30222/63.
Metals; Wire. October 7. E.S.B. 30220/63.
Wire Straightening, Cutting and Counting Machine. October 14. E.S.B. 30218/63.
Welding Equipment. October 15. E.S.B. 30219/63.
Projection Welder. (Further Information.) Tender documents now available. E.S.B. 29183/63.*
Milling Machine. (Further Information.) Tender documents now available. E.S.B. 29178/63.*
Lathe. (Further Information.) Tender documents now available. E.S.B. 29180/63.*
Milling Machine. (Further Information.) Tender documents now available. E.S.B. 29179/63.*
Vacuum Pump. (Further Information.) Tender documents now available. E.S.B. 29182/63.*
Premium Quality Tubes. (Further Information.) Tender documents now available. E.S.B. 29184/63.*

IRAN

Leaf Springs for Iranian State Railways. (Further Information.) Closing date postponed to November 24. E.S.B. 27073/63.

Tehran Electricity Authority:
Circuit Breakers. November 3. E.S.B. 29621/63.*
Cables. October 23. E.S.B. 29620/63.*

Iranian Army:
Automatic Telephone Exchanges. November 2. E.S.B. 29687/63.*
Film Projectors. October 20. E.S.B. 29688/63.*

IRAQ

Chemicals; Paints for the Ministry of Oil. October 9. E.S.B. 30209/63.
Construction of Pumping Station for Amanat el Asima. November 10. E.S.B. 30228/63.
Medical Materials for Ministry of Defence. October 20. E.S.B. 29985/63.
Pumping Equipment for Iraqi Ports Administration. October 20. E.S.B. 30212/63.*
Radio Teleprinter Apparatus for Central Foreign Purchasing Board. (Further Information.) Tender documents now available. E.S.B. 29164/63.*
Steel Tyres for Iraqi Republican Railways. October 28. E.S.B. 30254/63.
Teleprinter Paper and Tape for Ministry of Finance. October 20. E.S.B. 30244/63.

Ministry of Municipalities:
Construction of Workshop; Supply Tools and Machines. (Further Information.) Tender documents now available. E.S.B. 28424/63.*
Extension to Mandali Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 29131/63.*
Orthotolodine. October 9. E.S.B. 30249/63.*

JORDAN

Surgical Equipment for Jordan Armed Forces. October 7. E.S.B. 29661/63.*

KUWAIT

Ministry of Electricity and Water:
Cotton Rags; Tarpaulins. October 13. E.S.B. 29651/63.*
Drawing Office Materials. October 9. E.S.B. 29652/63.*

MALAYA

Pumping and Metering Equipment for Directorate of Public Works. October 30. E.S.B. 30245/63.

NETHERLANDS

Construction of a Dyke for Director of Waterways. October 18. E.S.B. 30284/63.

NEW ZEALAND

Paper Tape for General Post Office. October 24. E.S.B. 29691/63.*
Transformers; Switchgear for Wairarapa Electric Power Board. November 15. E.S.B. 30243/63.*
Pole Election Equipment for Municipal Electricity Department. October 24. E.S.B. 30251/63.*
Transformers for New Zealand Electricity Department. December 3. E.S.B. 30242/63.*

PAKISTAN

Sanitary Wares for Capital Development Authority. October 22. E.S.B. 29941/63.

Telegraph and Telephone Directorate-General:
Microwave Towers. (Further Information.) E.S.B. 29135/63.*
Magneto Testing Telephones. (Further Information.) E.S.B. 29149/63.*

Directorate-General of Supply and Development:
Well Point Equipment. October 9. E.S.B. 29685/63/D.L.F.
Drugs and Chemicals. October 8. E.S.B. 29987/63.*

Department of Investment, Promotion and Supplies:
Cable. October 8. E.S.B. 29964/63.
Cable. October 12. E.S.B. 29965/63.
Water Meters. October 17. E.S.B. 29940/63/D.L.F.

East Pakistan Water and Power Development Authority:
Pipe Fittings. October 16. E.S.B. 29999/63.*
Metal Bars. October 10. E.S.B. 30000/63.*
Pipe Size Nipples. October 26. E.S.B.29998/63.*

Pakistan Eastern Railway:
Paint. October 14. E.S.B. 30226/63.*
Linseed Oil. October 9. E.S.B. 30225/63.*
Varnish (Synthetic). October 8. E.S.B. 30223/63.*
Enamel (Synthetic). October 10. E.S.B. 30224/63.*
Dry Cells. October 24. E.S.B. 30227/63.*

PORTUGUESE WEST AFRICA

Aircraft Spare Parts for Angolan Airlines. November 13. Tender documents available. Specifications in English, conditions in Portuguese. E.S.B. 29341/63.*

RHODESIA & NYASALAND

Parking Meters for City of Salisbury. October 22. E.S.B. 29370/63.*
Rulers for Federal Tender Board. October 11. E.S.B. 30513/63.*

SINGAPORE

Batteries for Singapore Telephone Board. October 10. E.S.B. 30239/63.*
Laboratory Equipment for Singapore Polytechnic. October 21. E.S.B. 29610/63.

SOUTH AFRICA

Hypo-Hyper Thermia Units for Transvaal Provincial Tender Board, October 18. E.S.B. 30272/63.*

South African Railways:
Goods Lift. October 18. E.S.B. 30230/63.*
Milling Machine. October 18. E.S.B. 29916/63*.
Relay Combinations. October 18. E.S.B. 30229/63*.

State Tender Board:
Electrical Equipment. October 15. E.S.B. 29936/63*.
Electrical Equipment. October 15. E.S.B. 30214/63*.
Penstock Conversion Equipment. October 8. E.S.B. 29937/63*.
Workshop Tools. October 7. E.S.B. 30213/63*.
Electronic Test Equipment. October 22. E.S.B. 29617/63*.

Cape Provincial Administration:
Cotton Material; Embroidery Cottons; Haberdashery. October 15. E.S.B. 29629/63*
Tools and Hardware. October 22. E.S.B. 29628/63.*
School Science Laboratory Equipment. October 18. E.S.B. 29625/63*.
Stationers' Sundries. October 18. E.S.B. 29627/63*.
Paper (Blotting and Tracing). October 11. E.S.B. 29626/63*.

(*Continued on next page*)

Information for United Kingdom Exporters (*Continued*)

SOUTH VIETNAM

Tyres and Tubes for Central Purchasing Authority. October 18. E.S.B. 30116/63.*

SPAIN

Mechanization of Telegraph Centre for Junta de Compras de Telecomunicacion. October 24. E.S.B. 29630/63.

SUDAN

Boring and Facing Machine for Sudan Gezira Board. October 15. E.S.B. 29970/63*.

Sudan Railways:

Cylinder Oil. October 17. E.S.B. 29938/63*.
Oil. October 15. E.S.B. 29939/63*.

SYRIA

Cigarette Making Machinery for Syrian Tobacco Monopoly. October 25. Tender documents in French available for loan. E.S.B. 30277/63*.
Locomotives for Directorate General of Railways. October 31. E.S.B. 30281/63.

THAILAND

Thailand Tobacco Monopoly:

Aluminium Foil. October 8. E.S.B. 30237/63*.
Tin Plate. October 10. E.S.B. 30238/63.

State Railways of Thailand:

Paint (Anti-Corrosive). October 29. E.S.B. 30217/63.
Bogies. December 17. E.S.B. 30235/63.
Fluorescent Luminaire. October 15. E.S.B. 29633/63.
Magnetic Thermometers. October 21. E.S.B. 29684/63.

TURKEY

Evaporators; Condensers for Tekel Genel Mudurlugu. October 18. E.S.B. 29975/63*.
Tyres and Tubes for Allied Land Forces South Eastern Europe. October 14. E.S.B. 30215/63*.
Film for Turkish Land Forces. October 14. E.S.B. 29366/63.

UNITED STATES OF AMERICA

Lightning Arresters for United States Corps of Engineers. (Further Information.) Tender documents now available. E.S.B. 28454/63*.
Substation Control Equipment for Bureau of Reclamation. October 7. E.S.B. 30273/63*.

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, (inquiries by telephone: City 5757, Ext. 427), on remittance of cash with order of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

All Countries
Successful bidders for overseas contracts. (E.S.B. 860/63.)

Australia
Agency inquiry for textiles. (E.S.B. 29277/63.)
Agency inquiry for fishing reels. (E.S.B. 29253/63.)
Agency inquiry for pressure gauges; pumps. (E.S.B. 28812/63.)
Inquiry for packaging machinery; printing machinery. (E.S.B. 29376/63.)

Canada
Agency inquiry for chemicals; pharmaceuticals. (E.S.B. 27135/63.)
Agency inquiry for druggists' sundries; novelties. (E.S.B. 29297/63.)
Agency inquiry for foodstuffs. (E.S.B. 28940/63.)
Agency inquiry for textiles. (E.S.B. 28878/63.)
Inquiry for footwear and luggage findings; electronic components; P.V.C. wire; metal box strapping. (E.S.B. 28594/63.)
Inquiry for railway equipment. (E.S.B. 29263/63.)
Market report on mining equipment and supplies. (E.S.B. 26694/63.)
Market report on yarns. (E.S.B. 24674/63.)

Colombia
Inquiry in respect of consultants for distillery. (E.S.B. 28655/63.)

Denmark
Agency inquiry for building materials; paint and varnish raw materials. (E.S.B. 29082/63.)

Egypt
Economic report, July, 1963. (C.R.E. 1896/63.)

Finland
Agency inquiry for prefabricated metal buildings. (E.S.B. 28570/63.)

Formosa
Inquiry for electronic instruments. (E.S.B. 29043/63).

France
Agency inquiry for hand and machine tools. (E.S.B. 28811/63.)
Agency inquiry for textiles; yarns. (E.S.B. 28815/63.)
Inquiry for air conditioners; domestic appliances; hardware. (E.S.B. 28694/63.)
Inquiry for foodstuffs. (E.S.B. 29092/63.)
Market report on pharmaceutical specialities. (E.S.B. 24997/63.)

Germany
Agency inquiry for ceramics; fancy goods; glassware; porcelain; brassware. (E.S.B. 29098/63.)
Inquiry for compressor units; welding sets. (E.S.B. 29081/63.)
Manufacture under licence—electrical domestic appliances. (E.S.B. 25300/63.)
Economic report, September 9-15, 1963. (C.R.E. 1479/G.)

Greece
Inquiry for grinding balls. (E.S.B. 27664/63.)

Haiti
Economic report, January-June, 1963. (C.R.E. 935/G.)

Indonesia
Inquiry for copper for making electric wire. (E.S.B. 28856/63.)
Inquiry for copper ingots. (E.S.B. 28855/63.)

Iran
Economic report, August, 1963. (C.R.E. 3562/3/G.)
Agency inquiry for machine tools; welding transformers etc.—further information (E.S.B. 25440/63.)

Irish Republic
Inquiry for electrical goods and radios; furniture; hardware; musical instruments, sports goods and toys; photographic equipment; typewriters. (E.S.B. 28366/63.)

Italy
Agency inquiry for digital meters and auxiliary equipment. (E.S.B. 27978/63.)
Inquiry for overhead line equipment; tools. (E.S.B. 28817/63.)

Japan
Inquiry for sludge and water treatment plant. (E.S.B. 28660/63.)
Economic report, July 1963. (C.R.E. 5810/63.)

Kenya
Inquiry for wheels. (E.S.B. 18550/63.)
Inquiry in respect of flag; coat of arms—further information. (E.S.B. 24687/63.)

Lebanon
Agency inquiry for foodstuffs; textiles. (E.S.B. 29037/63.)

Malaya
Agency inquiry for scientific apparatus; laboratory equipment for schools. (E.S.B. 28824/63.)
Inquiry for prefabricated steel buildings. (E.S.B. 28698/63.)

Netherlands
Inquiry for yachting equipment. (E.S.B. 28874/63.)

Nicaragua
Economic report, January-June, 1963. (C.R.E. 4037/G.)

Nigeria
Economic report, April-June 1963. (C.R.E. 4866/63.)

Norway
Market report on domestic radio and television receivers and record players. (E.S.B. 26853/63.)

Pakistan
Agencies, including a shipping agency; manufacture in collaboration. (E.S.B. 28227/63.)
Inquiry for furnace; generator; machine tools; threshing machines; welding machines. (E.S.B. 28932/63.)

Peru
Economic report, July, 1963. (C.R.E. 1086/63.)

Portugal
Inquiry in respect of enlargement and remodelling of airport. (E.S.B. 28587/63.)

Rhodesia and Nyasaland
Hotel project. (E.S.B. 28997/63.)

Singapore
Inquiry for bicycles, components and accessories; steel balls; tyres and tubes. (E.S.B. 29408/63.)

South Vietnam
Economic report, April-June, 1963. (C.R.E. 3991/60.)

Spain
Agency inquiry for whisky. (E.S.B. 23919/63.)

Sudan
Inquiry for foodstuffs; polish; textiles. (E.S.B. 29038/63.)

Sweden/Poland
Trade Agreement. (C.R.E. 5055/G.)

Switzerland
Agency inquiry for knitted outerwear. (E.S.B. 28525/63.)
Agency inquiry for textile piece goods. (E.S.B. 18927/63.)

Syria
Inquiry for printing machines. (E.S.B. 28684/63.)
Inquiry for radios. (E.S.B. 28888/63.)

Tanganyika
Manufacture under licence—pharmaceuticals. (E.S.B. 21332/63.)

Turkey
Economic report, July, 1963. (C.R.E. 115/63.)

Uganda
Inquiry for tableting machine. (E.S.B. 28951/63.)

United States of America
Agency inquiry for fliters. (E.S.B. 28958/63.)
Inquiry for dies. (E.S.B. 28210/63.)
Inquiry for lathes; milling machines. (E.S.B. 28901/63.)
Inquiry for leather. (E.S.B. 26173/63.)
Inquiry for packaging machines. (E.S.B. 28696/63.)
Inquiry for pliers for electronics industry. (E.S.B. 28820/63.)
Economic report, July, 1963. (C.R.E. 6967/R.)

Tariff, Customs, Import and Other Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

REPUBLIC OF SOUTH AFRICA

Import Control of Raw Coffee

GOVERNMENT NOTICE No. 1392 published in the Republic of South Africa *Government Gazette* of September 9, states that, with effect from that date, permits will be required for the import of raw coffee into South Africa.

Customs Tariff Classifications

GOVERNMENT NOTICES No. 508 and 580 published in the Republic of South Africa *Government Gazettes* of August 2 and 30 respectively set out amendments to the Customs Tariff Guide. Consequential tariff changes are as follows:

Buckram duplex is now classified under Tariff Item 72 (a) at a duty of 15 per cent *ad valorem* in the intermediate column and 50 per cent *ad valorem* in the maximum column. It was previously liable to the various rates of duty applicable to the textile content of its composition.

Cable core oil formerly classified under Tariff Item 200 (f) at 20 per cent *ad valorem* from all sources has been transferred to Item 200 (c) (i) and become free of duty from all sources.

Clocks for motor vehicles formerly classified under Tariff Item 130 (a) (11) (iii) at 20 per cent *ad valorem* from all sources have been transferred to Tariff Item 300 (a) at 10 per cent *ad valorem* from all sources.

Radio frequency heaters and heating appliances for domestic purposes, or purposes other than industrial, were previously classified under Tariff Item 335 at 20 per cent *ad valorem* from all sources, have been transferred to Item 143 (b) (vi) at 15 per cent *ad valorem* from Britain and 20 per cent *ad valorem* from all other sources.

Steam or waterheated heaters and heating appliances, with blowers or without, for heating buildings, etc. (excluding pipes, piping and boilers) previously classified under Tariff Item 335 at 20 per cent *ad valorem* from all sources have been transferred to Item 143 (d) (i) (steam panel type) at 15 per cent *ad valorem* and Item 143 (d) (ii) (other types) at 10 per cent *ad valorem* from all sources.

Filter paper has been classified under various tariff items as follows:

1. being (a) blotting paper, cut to size and (b) not being blotting paper, cut to size are classified as filtering media under Tariff Item 60 (5). The duty is (i) for industrial filters free (Britain) and 5 per cent *ad valorem* from all other sources; and (ii) for other filters 10 per cent *ad valorem* from all sources;
2. being blotting paper, not cut to size is classified under Tariff Item 295 (a) and is free of duty from all sources;
3. not being blotting paper, in original mill wrappers or original mill reels is classified under Tariff Item 295 (d) at a duty of 1,665 Cents per 2,000 lb.

Miniature billiard tables of the convertible type previously classified as furniture are now covered by Tariff Item 307 (2) (b) as billiard tables, the duty being 15 per cent *ad valorem* from all sources.

Augers, being mechanical excavators, have been transferred from Tariff Item 97 (9) to Tariff Item 118 (c). The duty now becomes free from Britain and 5 per cent *ad valorem* from all other sources instead of free of duty from all sources as previously.

Customs Tariff Changes

GOVERNMENT NOTICE No. R1415 published in the Republic of South Africa *Government Gazette* of September 13, sets out the following amendment to the Customs Tariff with effect from that date.

Tariff Item	Article	Minimum Duty	Intermediate Duty	Maximum Duty
78	MAN-MADE FIBRES:			
	By the substitution, for the heading to paragraph (1), of the following heading:			
	'STAPLE FIBRE, OTHER THAN GLASS FIBRE—'.			
	By the substitution, for the heading to paragraph (3), of the following heading:			
	'OTHER MAN-MADE FIBRE, EXCLUDING GLASS FIBRE.'			
	By the substitution, for the heading to paragraph (5), of the following heading:			
	'YARN, THREADS AND TWISTS CONTAINING MORE THAN 50% BY WEIGHT OF MAN-MADE FIBRE, OTHER THAN RAYON OR CELLULOSE ACETATE OR GLASS FIBRE—'.			
172	By the deletion, of the heading to the item.			
	By the addition, after paragraph (c), of the following paragraph:			
	(d) Glass fibre (including glass wool), yarn, manufactures and articles thereof, n.e.e.:			
	(i) Staple fibre	—	20%	—
	(ii) Other fibre	—	20%	—
	(iii) Yarns (including rovings)	—	20%	—
	(iv) Mats of ruptured glass fibre	—	20%	—
	(v) Other	—	20%	—
205 (1)	(c) Sheets, sheeting or strip of artificial plastic material exceeding 0·005 inch in thickness.			
	By the substitution of sub-paragraph (ii) of paragraph (1) (c) of the following sub-paragraph:			
	(ii) Laminates, glass fibre, thermo-setting.	—	20%	—

Further Customs Tariff Classifications

GOVERNMENT NOTICE No. 605 published in the Republic of South Africa *Government Gazette* of September 6, reproduces Amendment List No. 55 to the Customs Tariff Guide. Consequential Customs Tariff Changes are as follows:

Ethyl Chloride Glass and Metal Tubes have been transferred from Tariff Item 335 to Tariff Item 172 (b) (i). The duty becomes 5 per cent *ad valorem* (intermediate column) and 20 per cent *ad valorem* (maximum column) instead of 20 per cent *ad valorem* from all sources as previously.

(*Continued on next page*)

SOUTH AFRICA

Manufacturers of all types of Fancy Goods, Novelties, Photographic and allied lines, interested in representation in the Republic of South Africa,

please write to

ALFRED L. OSHRY, AGENT AND BROKER,
5a WESTBROOK, PAUL NEL STREET, HILLBROW,
JOHANNESBURG

South Africa (*Continued*)

Extractors. – Fruit juice, electric, domestic, have been transferred from Tariff Item 335 to Tariff Item 119 (d). The duty is unchanged at 20 per cent *ad valorem* from all sources.

Knapsacks. – Textile have been transferred from Tariff Item 257 (4) to Tariff Item 73 (3). The duty becomes 20 per cent *ad valorem* instead of 25 per cent *ad valorem* as previously.

Loading Machinery (i) industrial; (ii) mining, mechanical and (iii) shuttle car loaders for loading shuttle cars in coal mines. All previously included in Tariff Item 97 (9) and free of duty from all sources have been transferred (i) to tariff item 118 (g) the duty becoming free (minimum column (Britain); 3 per cent *ad valorem* (intermediate column) and 5 per cent *ad valorem* (maximum column); (ii) and (iii) to tariff item 118 (c) the duty becoming free from Britain and 5 per cent *ad valorem* from all other sources.

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian Assets

H.M. CONSULATE-GENERAL in Lourenço Marques have announced the impending liquidation of the following Indian businesses. Claims against their assets must be submitted by October 21, 1963.

District of Lourenco Marques

Galab Rama (or Galal Rama heirs)
Galab Rama & Co. (or Galal Rama & Co.)
Chimanlal Odov
Odhav Raga

District of Manica e Sofala

Odhavji Gandalal
Gordhan Nathoo & Sons Ltd.
Keshavlal Mayaram (heirs) successores (Vasambai Pritamlal)
Godavribai (or Gordavriben) Bagwanji (Associate of Gordhandas Sundarjee [heirs])
Kanji Hansraj
Ganga Mangal Parshotam
Gratio Thomas Da Silva

District of Mozambique

Pragji Ebji

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 3082).

FEDERATION OF RHODESIA AND NYASALAND

Application for Increased Duty

DETAILS WERE GIVEN in the *Board of Trade Journal* of May 31, 1963 (page 1275) of an application for increased customs duty on high-strain wire when imported into the Federation of Rhodesia and Nyasaland.

The British Trade Commissioner at Salisbury has now reported that the application has been withdrawn.

SIERRA LEONE

Amendment to Customs Tariff

THE SIERRA LEONE Customs (Amendment) (No. 3) Order, 1963, as published in the *Board of Trade Journal* on August 30 (page 486), inserted Item No. 14A relating to Crown Corks into the First Schedule of Import Duties. This has now been altered by a Resolution so that 'Item No. 14A' should read 'Item 13A'.

British Commercial Representatives in Cameroon

AS THE Vice-Consulate at Douala in the Federal Republic of Cameroon will be closed on October 31, 1963, all future trade inquiries for East Cameroon should be addressed to the British Embassy, Boite Postale 547, Yaounde.

SINGAPORE

Imports Licensing Regulations

THE BOARD OF TRADE have received a copy of Notice to Singapore Importers No. 172 which states that with effect from September 13, 1963 all consignments of the following goods imported from any country (including the Federation of Malaya) are to be covered by specific licences approved by the Department of Imports and Exports Control and Registration:

(a) Torchlight and transistor radio batteries and radio pack batteries;
(b) Monosodium glutamate;
(c) Live oral poliomyelitis vaccine (sabin and other types).

A notice published in the Singapore *Government Gazette* of September 13, 1963, amends the Open General Import Licence No. 1 of 1961 by placing the above mentioned goods on a specific licensing basis. Importers must obtain specific licences before placing an order with the supplier of these goods.

Import licences for consignments arriving from the Federation of Malaya are issued with the condition that the consignee must produce the goods together with the relevant import licence on arrival in Singapore, to:

(i) The Senior Customs Officer, Land Division, Keppel Road, Singapore, if imported by rail; or
(ii) The Senior Customs Office, Singapore Airport, if imported by air; or
(iii) The Customs Officer, Woodlands Customs Station, Singapore, if imported by road.

Consignments arriving by sea from the Federation of Malaya will be released to the consignees by the shipping agents concerned only on production to the shipping agents of relevant import licences approved by the above mentioned Department.

Import licences for Poliomyelitis Vaccines will be issued with the following conditions:

(i) that the vaccine is only sold to medical practitioners or pharmacists who are authorized to sell poisons and scheduled drugs;
(ii) that a return will be made to the Director of Medical Services of the manner in which every batch of oral vaccine imported was issued or sold, indicating the name and address of the person or firm to which it was sold;
(iii) the conditions of storage of the vaccine are in compliance with the requirements of the manufacturer and shall ensure that the vaccine imported shall conform strictly to the expiry date prescribed by the manufacturer and shall not be sold once this expiry date has passed.

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed that the Singapore Government propose to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	Products
(A) Extraction of essential oils . . .	Essential oils all types.
(B) Manufacture of latex articles . .	Dipped and casted goods.

This notice means that the Minister of Finance is satisfied that the products mentioned above should be made in Singapore. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Singapore Income Tax for a period of five years. Any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance on or before October 13.

Further inquiries about the Pioneer Industries legislation may be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2317), quoting reference C.R.E. 6197/4/G.

Further Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the Singapore Government have declared the following industries and products to be Pioneer Industries and Pioneer Products under the

Singapore (*Continued*)

Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	Products
(A) Engineering	Internal Combustion engines, all types.
(B) Mineral waters	Bottled mineral spring water.

A preliminary notice of the intention of the Singapore Government to designate (A) appeared in the *Board of Trade Journal* of August 23, 1963, page 425. A similar notice about (B) appeared in the *Board of Trade Journal* of August 16, 1963, page 372.

Further inquiries about the Pioneer Industries legislation may be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2317), quoting reference C.R.E. 6197/4/G.

FEDERATION OF MALAYA

Pioneer Industries Ordinance, 1958

THE GOVERNMENT of the Federation of Malaya has announced that, subject to representations made in writing to the Ministry of Commerce and Industry before October 12, it is proposed to declare the following industry and products to be a Pioneer Industry and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Products
Footwear	Wooden sandals of lacquer and plastic finish with metal heels and rubber soles.

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the Federation of Malaya. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from Federation Company Tax for a period of from two to five years depending on the amount of capital invested in the Federation.

All inquiries regarding this notice should be made to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2317), quoting reference C.R.E. 1236/4/G.

AUSTRALIA

Special Advisory Authority Inquiry Result

A NOTICE WAS published in the *Board of Trade Journal* on August 30 (page 476) to the effect that a reference had been made to the Australian Special Advisory Authority in respect of **woven fabrics of cotton or chiefly cotton, etc.**

The inquiry has now been held, and as a result of the Special Advisory Authority's recommendations, temporary additional duties have been imposed as follows:

1. On goods weighing less than 3·5oz. but not less than 3oz. per square yard, 40 per cent *ad valorem*.
2. On goods weighing less than 4oz. but not less than 3·5oz. per square yard, 15 per cent *ad valorem*.
3. On goods weighing not less than 4oz. but not more than 7oz. per square yard:
   1 per cent for each 1d. or part thereof by which the value for duty is less than 130d. per lb., providing the additional duty does not exceed 15 per cent *ad valorem*.

These new duties do not apply to goods in transit on or before August 19, 1963.

The Customs By-law No. 1014 has been amended to exclude sheeting over 7oz. per square yard from the concessional rate of duty and By-law 1016 has been amended so that only sheeting in the loomstate over 7oz. per square yard is admitted at the concessional rate of duty. Further details will be published as soon as possible.

Note: Specific rates are quoted in Australian currency: £A125= £100 sterling.

British Commercial Representatives Overseas

MR. R. K. MCKENZIE, at present serving with the Board of Trade in London, has been appointed as a British Trade Commissioner at Colombo, Ceylon and will take up his appointment in October. He will succeed Mr. G. W. Marshall who, as previously announced, has been appointed the British Trade Commissioner in Hong Kong.

ARGENTINA

'Aforos' for Imports

ARGENTINE Customs Administration Resolutions establish the following index prices ('aforos') on which the surcharges and duties will be assessed. The 'aforos' system was explained in the *Board of Trade Journal* of November 10, 1961 (page 994).

Tariff No.	Item	Value C. and F. U.S. Dollars	Appraisement Unit
	Resolution No. 689		
4264 bis	Ammonium hydrogen difluoride	540·00	1,000 kilos net
	Resolution No. 690		
4520 bis	Orange essential oil	4·00	Net kilo
4519 bis	Lemon essential oil	7·00	Net kilo
4526	Mandarin essential oil	5·00	Net kilo
4526	Grape-fruit essential oil	4·00	Net kilo
	Resolution No. 691		
Without Number	Sodium pentachlorophenoxide	638·00	1,000 kilos net
	Resolution No. 692		
4271	Thioglycollic acid, concentrate less than 100% and not less than 80%	1,850·00	1,000 kilos net
4271	Thioglycollic acid, concentrate less than 80% and not less than 70%	1,670·00	1,000 kilos net
4271	Thioglycollic acid, concentrate less than 70%	1,600·00	1,000 kilos net

ECUADOR

Customs Tariff

THE BRITISH EMBASSY in Quito has reported that the Ecuadorean Import Tariff has been amended as follows:

Item No.	Description	Increased Duty
123 (d)	Caramelized Sugars	20 Sucres per Kg. +10% *ad valorem*

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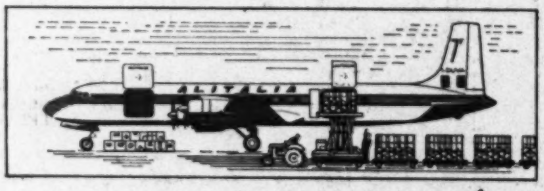

ALITALIA AIRLINES

Call your AGENT or nearest ALITALIA Office:
251-259 Regent Street, London, W.1. Regent 8641.
521 Royal Exchange, Manchester 2. Deansgate 2202.
61 Buchanan Street, Glasgow, C.1. City 3804.
53 Middle Abbey Street, Dublin 1. Dublin 49422.

GUATEMALA

Registration of Debts

THE BRITISH CONSULATE in Guatemala City reports that by Decree-Law No. 98 of September 3, effective from September 13, the Guatemalan Government has called on persons or firms to whom the State may owe money as a result of transactions effected during previous fiscal periods to present details of such debts to a special commission, the name and address of which is as follows:

Comision Calificadora de Adeudos de la Nacion,
A/C Ministerio de Hacienda y Credito Publico,
Guatemala City,
Guatemala.

Details must be presented within three months of the coming into force of the Decree-Law.

COSTA RICA

New Customs Tariff

H.M. EMBASSY in San Jose report that by Law No. 3145 published as a supplement to the Costa Rican *Gaceta Oficial* No. 197 of September 1, 1963, a new Customs Tariff came into force from that date [see *Board of Trade Journal* of September 22, 1961 (page 649), and February 23, 1962 (page 421)].

A draft of the new Tariff (in Spanish) as submitted to the Legislative Assembly for approval in December, 1962, which, with a very few exceptions, was passed as it stands, is available for inspection in Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 474 or 476).

CANADA

Ship Construction Drawback Regulations

THE FOLLOWING REGULATIONS have been established by Order in Council PC 1963-1192, dated August 14, 1963:

1. A drawback of 99 per cent may be allowed of the Customs duties, not including special or dumping duty, paid on imported goods that are used in Canada in the original construction of:
   (a) Ships having within themselves the power of independent navigation, and that
      (i) are to be used for *bona fide* commercial fishing operations, or
      (ii) measure 10 tons register tonnage or more and are to be used for other than pleasure purposes; or
   (b) barges and scows built of iron or steel and measuring more than one thousand tons gross tonnage.

2. A drawback of 99 per cent may be allowed of the Customs duties, not including special or dumping duty, paid on imported goods that are used in Canada in the reconstruction of ships entitled to engage in the coasting trade of Canada and having within themselves the power of independent navigation when such reconstruction alters the width, depth or length of the ship or substantially converts it for the performance of a different type of operation.

The above information is contained in Canadian Department of National Revenue Memoranda Series D17-2, further details of which may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

Delay to Overseas Mail

THE General Post Office announced that a large number of newspapers, magazines and other second class mail for overseas, particularly those formerly sent by the old Canadian Magazine Post, is being posted underpaid in some areas. This is causing delay because anything underpaid has to be marked for surcharge and the recipients are liable to pay double the underpaid postage.

It is emphasized that charges for second class overseas mail were increased on July 1, and at the same time the Canadian Magazine Post ceased. Despite notices at post offices items are still being posted at the old rates.

NOTE: Information about the new overseas mail rates can be obtained at any Post Office. Items formerly sent by Canadian Magazine Post should now be clearly marked in the top left hand corner 'Printed Papers' or 'Printed Papers Reduced Rate' as appropriate otherwise they are liable for surcharge.

UNITED STATES

Federal Insecticide, Fungicide and Rodenticide Act

THE UNITED STATES Department of Agriculture has announced that it is considering the revision of certain regulations governing the labelling and registration of pesticides under the above Act.

These proposed regulations deal with the labelling requirements for economic poisons, testing procedures for determining the toxicity of pesticides, and new restrictions in the handling of experimental compounds. Interested persons who wish to submit written data, views or arguments concerning the revision should do so to the Director, Pesticides Regulation Division, Agricultural Research Service, United States Department of Agriculture, Washington, D.C., 20250, not later than November 4.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E.47, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457).

Customs Invoices

THE CLASSIFICATION of commodities under the new United States tariff schedules has made some of the additional information required on invoices of certain imported merchandise unnecessary. Additional information is no longer required for:- (1) Church bells, (2) glass mirrors framed, measuring over 144 square inches in size, (3) articles made from matting, (4) articles wholly or in chief value of metal.

In addition the description of other commodities and the additional information requirements have been amended to conform to the new tariff schedules. Further details are available from Export Services Branch (Tariff Section), Board of Trade, Room E.47, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 456 or 457).

FRANCE

Global Quota for Beef

THE FRENCH *Journal Officiel* of September 20 announced the opening of a quota for the import of frozen hindquarters of beef (Tariff heading 02-01 A II a) originating in and imported from all countries except the member countries of the European Economic Community.

Imports will be effected through the Societe interprofessionnelle du betail et des viandes (SIBEV), 2, rue de la Michodiere, Paris 2, or through importers acting for the Societe, under conditions which may be consulted from September 20, at the offices of SIBEV.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Economic Survey of Portugal

An economic Survey entitled 'Portugal' has been published by the Organization for Economic Co-operation and Development in their series of annual economic surveys of member-countries. It is available from H.M. Stationery Office, P.O. Box No. 569, London, S.E.1. Price 3s.

Modifications to French Customs Tariff

THE FRENCH *Journal Officiel* of September 13, 1963, announced the temporary reduction of Customs duty on imports under the following tariff numbers:

03·01 B I a 2	76·15 C	85·20 A
03.01 B I c I	78.05 A	85.20 B
03.02 A I a	78.05 B	87.10
03.02 B I	82.02 A	94.01 B I b
07.05 A I I	82.03	94.01 B II a
16.04 B I	82.11	94.01 B II c
16.05 A I	82.14 A	94.03 C I
16.05 A I I	84.22 C I a 3	94.03 D II a
17.03 B I	84.24	94.03 D II b
19.02 A IV	84.25 A	94.03 D III a
ex 60.05 B	84.25 B	94.04 A
ex 61.02 A I I	84.25 C IV	94.04 B
ex 61.04 B	84.25 C V	94.04 C I
64.02 A	84.25 C VI a	94.04 C II
73.23	84.25 C VI b	96.02 C I I c
73.26	84.58	97.02 A I I
73.31 B I	84.61 B II a	97.02 B I
73.32	85.12 A	97.02 B IV
73.36	85.12 B	97.02 B V
73.37	85.12 C	97.03
73.38 A	85.12 D	97.05

A detailed list, showing the new rates of duty, will be published in next week's *Board of Trade Journal.*

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

Modification of Customs Duties

THE FRENCH *Journal Officiel* of September 11, 1963, published a decree modifying the French Customs Tariff.

The duty on the following items has been provisionally reduced or suspended until December 31, 1963:

Tariff No.	Description	Reduced Rate of Duty Per cent.
Ex 28-13 E	Silicon anhydride	Exemption
Ex 28-20 A	Aluminium oxide	Exemption
Ex 29-13 D I b	2-Hydroxymethylene - 17-alpha-methylandrostane - 17-beta-ol-3-one	Exemption
Ex 29-13 G III	6-alpha-9-alpha-difluoro-16-alpha-hydroxyprednisolone 16, 17 acetonide	Exemption
Ex 29-14 A II c 5	16 alpha-methyl-allopregrane-11 alpha, 17 alpha, 21 triol 3, 20 dione-11 paratoluene sulfonate-21 acetate	Exemption
Ex 29-14 A V II	2-Alpha-methyl-androstane-17-beta-ol-3-one propionate	Exemption
Ex 29-23 A II	5 [3-(dimethylamino) propyl]-10, 11, dihydro-5 II dibenzo [a, d] cycloheptene-5 ol	Exemption
Ex 29-23 E	Bitartrate of metahydroxynorephedrine	Exemption
Ex 29-23 E	Beta (3, 4 dihydroxyphenyl) alpha methyl alanine	Exemption
Ex 29.23 E	Pangamic acid	Exemption
Ex 29-24 A	Lecithins	Exemption
Ex 29-25 A III	1-ethyl-1-methylpropyl carbonate	Exemption
Ex 29-25 B III b 2 y	3 (ortho-methoxyphenoxy)-1, 2-propanediol 1-carbamate	Exemption
Ex 29-26 B II d 2	Diacetate of 1, P-Hexamethylene bis [5-(p-chlorophenyl) biguanide]	Exemption
Ex 29-31 B II	1, 2-Ethanedithiol	Exemption
Ex 29-32	4-ureido-1-phenylarsonic (Acid)	Exemption
Ex 29-35 O I	2-Ethylthio-10-[3-(4-methyl-1-piperazinyl) propyl]-phenothiazine	5

(*Continued on next page*)

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France (*Continued*)

Tariff heading	Description	Reduced Rate of Duty Per cent.
Ex 29-35 O II b 1	1-(N-methyl-piperidyl-4')-3-phenyl-4-ethyl-pyrazolone-5 and its salts	5
Ex 29-35 O II b 1	1-(N-methyl-piperidyl-4')-3-phenyl-4-benzyl-pyrazolone-5 and its salts	5
Ex 29-35 O II b 1	Chlorohydrate of N, N-dimethyl N'-Benzyl N'-alpha pyridye-ethylene-diamine	Exemption
Ex 29-35 O II b 1	Chlorohydrate of 1-methyl-1, 4, 5, 6 tetrahydro-2-pyrimidylmethyle alpha-cyclohexyl-alpha phenyl glycolate	Exemption
Ex 29-35 O II b 2	Chlorohydrate of N', N'-anhydro bis-(Beta-hydroxy-ethyl) biguanide	Exemption
Ex 29-35 O II b 2	Salts of 2-Ethylthio-10-[3(4-methyl-1-piperazinyl) propyl]-phenothiazine	5
Ex 29-39 C I	Gonadotrop seric	Exemption
Ex 29-39 D II	6-Alpha-fluoro-16-alpha-methyl prednisolone 21-acetate	Exemption
Ex 29-41 A	Desacetyl lanatoride C	2
Ex 29-41 A	Desacetyl lanatoside A + B + C	2
Ex 29-42 C VIII c	Maleates of the butanolamide of 1-methyl-lysergic acid	Exemption
Ex 38-05 B	Tall-oil; other than crude	4

(a) Applicable to products intended for the preparation of catalysts used in the manufacture of synthetic rubber.
(b) Applicable to products intended for the manufacture of synthetic rubber.

The duty on the following items has been provisionally reduced until December 31, 1964:

Ex 62-03 B I b	Used sacks and bags of fabrics other than jute, linen or sisal	15

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

SPAIN

Opening of Global Quotas

THE LIST OF Spanish global quotas for 1963 was published in the *Board of Trade Journal* of March 29, pages 732 and 735.

The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		U.S. Dollars	
44	Buses and parts for their manufacture	500,000	October 15
45	Non-liberalized fire-fighting material and parts for its manufacture	250,000	October 15
54	Electric accumulators	25,000	October 15

Tariff Changes

FOLLOWING SPAIN'S accession to the GATT, certain amendments to the Spanish tariff were published on pages 590-594 of the *Board of Trade Journal* of September 13.

On page 590, the third line relating to Tariff Heading No. 40.04 A should read:

'The duty in Pesetas not to be less than 70 per 100 kg.'

ITALY

Liberalization of Imports of Pig Meat and Offal

THE ITALIAN Ministry of Foreign Trade has brought into force as from September 2 European Economic Community Regulation No. 20 covering the system of levies on pig meat and offal (see *Board of Trade Journal* of August 23, page 431).

As a result, the following items have been liberalized when imported from all countries except those of the Sino-Soviet bloc:

Tariff No.	
0201A IIIa	Pig meat.
B II	Pig offal.
0206B	Pig meat and edible pig offal, salted or in brine, dried or smoked.

Import Regulations on Imitation Foodstuffs

A MINISTERIAL DECREE, dated July 31 and published in the Italian *Gazetta Ufficiale*, prohibits the manufacture, import and sale of jokes, hoaxes and booby traps made in imitation of foodstuffs which may, if eaten, prove dangerous to public health.

Visit of Belgian Minister for Foreign Trade

MONSIEUR MAURICE BRASSEUR, the Belgian Minister for Foreign Trade and Technical Assistance, will visit this country on Monday, September 30, as the guest of H.M. Government. He is expected to have talks with the Lord Privy Seal, the President of the Board of Trade and the Secretary of the Department of Technical Co-operation.

LEBANON

Import of Canned Foodstuffs

A NOTICE WAS published in the *Board of Trade Journal* on May 19, 1961 (page 1206) giving details of a decree issued by the Lebanese Ministry of Health which required certain information to be shown on the labels of canned goods imported into Lebanon. The application of this decree has again been postponed and will not come into effect until December 31, 1963.

All inquiries concerning this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2528).

ALGERIA

Prohibition of Imports of Signal Detonators and Some Pyrotechnical Articles

IT HAS BEEN announced in the French *Moniteur Officiel du Commerce International* that a decree published in the Algerian *Journal Officiel* of August 6, 1963, has prohibited the importation into Algeria of signal detonators and of all pyrotechnical articles of the cartridge or firework variety.

Inquiries regarding this decree should be addressed to Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

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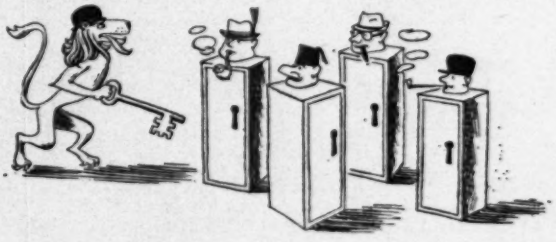

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ORIENTATION COURSE for businessmen in French language and social and commercial customs on October 14-18, 1963. (In German, November 11-15 and Latin America, Spanish, December 2-6, 1963). Details from: The Secretary, Federal Trust, 20 York Street, London, W.1. WELbeck 9150.

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REPRESENTATION. Businessman going Middle East oilfields and merchants Mid-October. Firms requiring representation please contact Box No. M.9691, *Board of Trade Journal*, Room D.84, Atlantic House, Holborn Viaduct, London, E.C.1.

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Inquiry into the Port of Aden

THE ADEN Government have appointed a Commission to inquire into the Port of Aden. The Chairman of the Commission will be Colonel T. F. Hood, and the members will be Sir Ian Parkin and Captain Alastair Smith. The Secretary will be Mr. D. H. Doble of the Colonial Office.

The Commission's terms of reference are: 'To examine the present and future position of the Port of Aden in relation to the economy of the area and probable future shipping trends, and to examine the organization, control, administration, operation, and development of the Port and all Port activities, and make recommendations.'

The Commission will begin work about October 8, and expect to be in Aden about three weeks. All interested parties are invited to prepare memoranda which they wish to submit to the Commission. Memoranda should be sent to the Secretary, Aden Port Inquiry, Ministry of Finance, Aden.

Recent Export Orders

United Kingdom firms are invited to send in brief details of new export orders for publication on this page.

New Zealand Buys Linoleum

Two New Zealand contracts for a total of 57,000 sq yards of linoleum have been awarded to the Dundee Linoleum Co. Ltd., Dundee, by the General Post Office and Ministry of Works in Wellington.

Incubators

The Government of Sudan has placed a repeat order for a large incubator with Secura Ltd., Carlisle. A similar machine has been ordered by the State of Brunei. The FAO has also placed an order for two incubators for Egypt. A further order from a customer in South Africa brings his total of Secura incubators to 20.

Diesel-Alternator Sets for New Zealand

A £100,000 order for three 1,400 kW diesel-alternator sets has been awarded to the English Electric Co. of New Zealand Ltd. by Utah-Williamson-Burnett Joint Venture, the contractors for the 5½ mile tailrace tunnel forming part of the Manaporui hydro-electric scheme in New Zealand. The project will be engineered and controlled by English Electric's Rugby works.

Coal Plant for Durgapur Steelworks

Simonacco Ltd., of Carlisle, a member of Simon Engineering Ltd., has received a £1 million order for extensions to the coal handling plant and washery at the Durgapur steelworks of the Hindustan Steel Co. Ltd., India.

Poland Orders Machinery

Orders for Simon-Hooper corrugated container machinery valued at £375,000 have been received from Metalexport, the Polish trading organisation, by Henry Simon Ltd., of Simon Engineering Ltd., Stockport. The firm have also contracted to supply all the finishing machinery for the plant.

Filters for Eastern Europe

Contracts have been signed by John C. Carlson Ltd., Ashton-under-Lyne, a member of the Birfield Group, for the supply of steel filters for antibiotic, pharmaceuticals and fruit juices to Hungary and Poland. Total value of the orders is £21,350.

Expanding in Development Districts

Industrialists with expansion plans in mind will find the Board of Trade publication 'Room to Expand' a useful guide to the choice of location and possibility of obtaining Government assistance. The brochure describes what constitutes a development district, where they are located, and the various forms of Government financial assistance which are now available to projects setting up in these areas. It consists of separate sections for the main regions of Britain and deals with the development districts in each. There is also a separate section for Northern Ireland. Copies can be obtained from the Board of Trade, Distribution of Industry and Regional Division, Room No. 4346, Horse Guards Avenue, London, S.W.1. or from any Board of Trade office. Details of the Board of Trade Regional Organization are published on page 633 of today's issue of the Journal.

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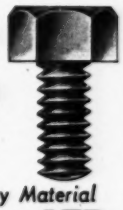

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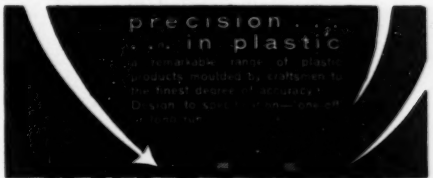

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